



**騰邦控股**  
TEMPUS.CN

**騰邦控股有限公司**

**Tempus Holdings Limited**

(Incorporated in the Cayman Islands with limited liability)

Stock Code: 6880

**2015** ANNUAL REPORT



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# CORPORATE INFORMATION

## DIRECTORS

### Executive Directors

Mr. Huang Jingkai (*Chief Executive Officer*)  
Mr. Yip Chee Lai, Charlie

### Non-executive Directors

Mr. Zhong Baisheng (*Chairman*)  
Ms. Zhang Yan

### Independent non-executive Directors

Mr. Han Biao  
Mr. Liu Yaohui  
Mr. Li Qi

## COMPANY SECRETARY

Mr. Tam Ka Tung

## AUDIT COMMITTEE

Mr. Liu Yaohui (*Chairman*)  
Mr. Han Biao  
Mr. Li Qi

## REMUNERATION COMMITTEE

Mr. Han Biao (*Chairman*)  
Mr. Liu Yaohui  
Mr. Li Qi

## NOMINATION COMMITTEE

Mr. Han Biao (*Chairman*)  
Mr. Liu Yaohui  
Mr. Li Qi

## EXECUTIVE COMMITTEE

Mr. Huang Jingkai (*Chairman*)  
Mr. Yip Chee Lai, Charlie  
Mr. Ye Shusheng

## AUTHORISED REPRESENTATIVES

Mr. Huang Jingkai  
Mr. Tam Ka Tung (appointed on 29 January 2016)  
Mr. Yip Chee Lai, Charlie  
(resigned on 29 January 2016)

## COMPANY WEBSITE

[www.tempushold.com](http://www.tempushold.com)

## REGISTERED OFFICE

Cricket Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman, KY1-1111  
Cayman Islands

## HEADQUARTERS AND PRINCIPAL PLACE OF BUSINESS IN HONG KONG

26th Floor, Pacific Plaza  
410 Des Voeux Road West  
Hong Kong

## PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE IN CAYMAN ISLANDS

Codan Trust Company (Cayman) Limited  
Cricket Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman, KY1-1111  
Cayman Islands

## HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

Boardroom Share Registrars (HK) Limited  
31/F., 148 Electric Road  
North Point  
Hong Kong

## **AUDITOR**

Deloitte Touche Tohmatsu  
*Certified Public Accountants*  
35th Floor, One Pacific Place  
88 Queensway  
Hong Kong

## **LEGAL ADVISER**

Guantao & Chow  
Suites 1604-6, 16/F, ICBC Tower, 3 Garden Road  
Central  
Hong Kong

## **PRINCIPAL BANKERS**

Hang Seng Bank Limited  
The Hongkong and Shanghai Banking Corporation  
Limited  
DBS Bank (Hong Kong) Limited  
Bank of China (Hong Kong) Limited  
Chinese Mercantile Bank

## FINANCIAL HIGHLIGHTS

	<b>For the nine months ended 31 December 2015</b>	For the year ended 31 March 2015
<b>Profitability data (HK\$'000)</b>		
Revenue	<b>335,388</b>	389,692
Gross profit	<b>220,380</b>	251,172
Profit before tax	<b>16,375</b>	15,999
Profit after tax for the period/year	<b>12,219</b>	12,137
Earnings per Share — basic and diluted (HK\$)	<b>0.04</b>	0.04
Gross profit margin	<b>65.7%</b>	64.5%
Profit before tax margin	<b>4.9%</b>	4.1%
Dividend per Share (HK cents)		
– interim dividend	—	0.622
– final dividend	<b>1.03</b>	0.472
– special dividends	—	0.729
Effective tax rate	<b>25.4%</b>	24.1%

	<b>As at 31 December 2015</b>	As at 31 March 2015	Changes
<b>Assets and liabilities data (HK\$'000)</b>			
Bank balances and cash	<b>333,939</b>	220,964	51.1%
Bank borrowings	<b>8,557</b>	25,811	(66.8%)
Net current assets	<b>377,642</b>	245,850	53.6%
Total assets less current liabilities	<b>421,409</b>	277,923	51.6%
<b>Assets and working capital ratios / data</b>			
Current ratio (times)	<b>5.8</b>	4.6	1.2
Gearing ratio (%)	<b>1.8</b>	7.6	(5.8)
Inventory turnover days (days)	<b>62.6</b>	50.4	12.2
Trade receivables turnover days (days)	<b>36.9</b>	33.9	3.0
Trade payables turnover days (days)	<b>65.2</b>	47.4	17.8

#### Notes for key ratio:

Gross Profit	Revenue – (Finished goods purchased – Changes in inventories of finished goods + direct expenses attributable to purchase)
Earning per Share	Profit attributable to shareholders / Weighted average number of ordinary shares
Current ratio	Current assets / Current liabilities
Gearing ratio	Total borrowings / Total assets x 100%.
Inventory turnover days	Average of beginning and ending inventory balances / Cost of sales x 275 or 365 days
Trade receivables turnover days	Average of beginning and ending trade receivables balances / Revenue x 275 or 365 days
Trade payables turnover days	Average of beginning and ending trade payables balances / Cost of sales x 275 or 365 days

## CHAIRMAN'S STATEMENT

Dear Shareholders,

Look back to 2015, leveraging on reform and innovation in products, marketing and channels, our "OTO" brand business has successfully achieved sustainable growth. During the reporting period of nine months, our net profit has achieved the full-year level as the last financial year, which the performance of "ii Zone", our main new product, was outstanding, and has become the no.1 seller of the Group after launching for four months only.

During the reporting period, the Group actively and aggressively commenced a series of measures which solidifying our business foundation and promoting diversification of the Group. In terms of capital operation, the Group completed the acquisition of Singapore's business and successfully introduced the Shenzhen Capital Group and Shenzhen Logistics Industry Win-win Foundation as our strategic shareholders. In terms of operational management, the Group has implemented comprehensive Enterprise Resource Planning (ERP), which standardise and optimise business and internal control procedure so as to lay down a solid foundation for potential rapid development in the future. In terms of strategic planning, the Group has implemented two major development directions, i.e. healthcare and cross-border business, which focusing on strengthen potential resources integration and comprehensive business collaboration with Tempus Group Co., Ltd. ("Tempus Group"), our controlling shareholder, for establishing the industry ecology gradually.

The Group is optimistic about healthcare industry, which is expected that the industry scale will continue to growth due to increasing living-standard. We will continue to support the development of OTO business, including reinforcing design, research and development of products, exploring sales channels and vertical integration with upstream and downstream of the industry; meanwhile, we shall actively identify various healthcare related investment to enrich our principal business. Along with the further development on the internet connection and communication in international trading and "Internet+" has gradually subverted the traditional industries, the decision to tap into cross-border business is another important strategic development of the Group. We expect to establish a comprehensive industry ecology, including cross-border trading, cross-border e-commerce and cross-border ancillary service, through investment, merger and acquisition and co-operation.

Tempus Group is listed in the top 500 Chinese companies, which establishes a high-end service platform including tourism, healthcare, value-chain, cross-border e-commerce and consumer finance. It is also the controlling shareholder of Tempus Global which is listed in the Shenzhen Stock Exchange. The business network of Tempus Global is worldwide, which it has a complete tourism chain and comprehensive internet finance licenses; its subsidiary Tempus Asset focuses on developing the international free trade finance innovative island in the Futian Free Trade Zone in Shenzhen; its Haidaowang is one of the earliest pioneers which commence cross-border e-commerce business in the PRC. Haidaowang is the pathfinder of combination of online and offline cross-border shopping model in the PRC, and has been focused on positioning four global purchasing centers and overseas warehouses, which continually to enrich the establishment of cross-border supply chain; its subsidiary Fine Wine Exchange is one of the ten exchange centers for imported commodities under focused support from Guangdong Province government, which connects hundreds of overseas winery and domestic distributors. The Company, as the sole overseas listing platform of Tempus Group, is an important medium between Tempus Group and the international capital market, which exert an important platform function in the globalisation of Tempus Group.

## CHAIRMAN'S STATEMENT

Looking forward to 2016, challenges and opportunities co-exists, development and reform parallels. Upholding the core philosophy of “honesty and integrity, diligence and insistence, win”, we will continue to sincerely conduct our business well and collaborate with each business segments of Tempus Group, so as to create greater value for shareholders while exerting co-operation between Shenzhen and Hong Kong.

### **Zhong Baisheng**

*Chairman and Non-executive Director*

Hong Kong, 30 March 2016

# MANAGEMENT DISCUSSION AND ANALYSIS

The financial year end date of the Company has been changed from 31 March to 31 December with effect from 24 September 2015, resulting in shortening of the current reporting period to nine months (1 April 2015 to 31 December 2015) (“Period”). The comparative figures covering the twelve months from 1 April 2014 to 31 March 2015 (“Year 2014/15”) may not be directly comparable with the performance figures for the Period.

## BUSINESS REVIEW

During the Period, the Group’s revenue and net profit were approximately HK\$335.4 million and HK\$12.2 million respectively. Benefit from the strong performance of new products and improved operational efficiency, the net profit for the Period of nine months had exceeded last full year’s level, which indicates a continuation of the ongoing business recovery from the trough since the financial year ended 31 March 2013.

### Products

During the Period, the Group had launched a total of 20 new products comprising 14 relaxation products, 4 fitness products and 2 other products. The new products launched had generated approximately HK\$80.0 million or 23.9% of the Group’s total revenue.

### Sales Channels

The Group keeps developing its diversified sales channels and expanding its geographical market coverage. The diversified sales channels of the Group include (i) traditional sales channels including retail stores and consignment counters; and (ii) proactive sales channels including corporate sales, international sales and roadshow counters.

(i) *Traditional sales channels — retail stores and consignment counters (together as “retail outlets”)*

During the Period, the Group’s traditional sales channel generated approximately 62.0% of the Group’s overall revenue (Year 2014/15: 60.7%). As at 31 December 2015, the Group operated the following retail outlets:

	No. of outlets as at		
	31 December 2015	31 March 2015	31 March 2014
<b>Hong Kong and Macau</b>			
– Retail stores	13	11	13
– Consignment counters	13	18	20
<b>Mainland China</b>			
– Retail stores	44	26	10
– Consignment counters	63	78	75
<b>Malaysia</b>			
– Retail stores	8	7	7
– Consignment counters	7	10	7
<b>Singapore</b>			
– Retail stores	4	—	—
– Consignment counters	—	—	—
<b>Total</b>	<b>152</b>	<b>150</b>	<b>132</b>



## MANAGEMENT DISCUSSION AND ANALYSIS

As at 31 December 2015, the Group operated 26 retail outlets in Hong Kong and Macau, representing a net decrease of 3 retail outlets as compared to 31 March 2015. The decrease was primarily due to close of certain small size consignment counters for better utilisation of sales force. The number of retail outlets in the Mainland China had increased to 107, comprising 44 retail stores and 63 consignment counters. During the Period, the number of retail stores increased by 18 whilst the number of consignment counters decreased by 15 in the mainland China. The change was mainly due to optimisation of retail network in the Mainland China. In 2016 the Group will continue to expand its retail network in Mainland China especially in southern regions. As at 31 December 2015, the Group operated a total of 19 retail outlets in Singapore and Malaysia. The Group acquired 4 retail stores in Singapore from the minority shareholders of the Company in May 2015.

(ii) *Proactive sales channels — corporate sales, international sales and roadshow counters*

During the Period, the Group's proactive sales channels generated approximately 38.0% of the Group revenue (Year 2014/15: 39.3%).

The Group's corporate sales represent the sales of selected products to corporate clients including banks and credit card companies, retail chain stores and professional firms. International sales represent exports of the healthcare and wellness products to international distributors or wholesalers for their distribution in overseas markets including the Middle East, Eastern Europe and South East Asia. Roadshow counters are those of promotional and non-permanent counters of which the Group operated in different department stores and shopping malls from time to time for marketing and revenue generation.

The following discussion is based on, and should be read in conjunction with, the financial information and the notes thereto included in this annual report.

## RESULTS OF OPERATION

### Revenue

The Group's total revenue was approximately HK\$335.4 million and HK\$389.7 million for the nine months ended 31 December 2015 and Year 2014/15, respectively. An analysis of sales by product category and sales channel are as follow:

*Sales by product category*

	For the nine months ended 31 December 2015		For the year ended 31 March 2015	
	HK\$'000	% of revenue	HK\$'000	% of revenue
Relaxation products	242,995	72.4	251,157	64.5
Fitness products	48,929	14.6	83,093	21.3
Other products	43,464	13.0	55,442	14.2
Total	335,388	100.0	389,692	100.0

## MANAGEMENT DISCUSSION AND ANALYSIS

During the Period, the sales of the relaxation products reached HK\$243.0 million, representing 72.4% of the total sales. The sales of the fitness products were HK\$48.9 million, representing 14.6% of the total sales. The increase in percentage of sales of relaxation products and the decrease in percentage of sales of fitness products were mainly due to the lack of new fitness products launched during the Period. Other products included certain diagnostic and therapeutic products and branded cookware which was sold through corporate sales channel. There was no material change in percentage of sales of other products.

### *Sales by channel*

	For the nine months ended 31 December 2015		For the year ended 31 March 2015	
	HK\$'000	% of revenue	HK\$'000	% of revenue
Retail stores	<b>83,790</b>	<b>25.0</b>	85,401	21.9
Consignment counters	<b>124,275</b>	<b>37.0</b>	151,393	38.8
Roadshow counters	<b>38,525</b>	<b>11.5</b>	51,931	13.3
Corporate sales	<b>70,015</b>	<b>20.9</b>	78,117	20.1
International sales	<b>18,783</b>	<b>5.6</b>	22,850	5.9
<b>Total</b>	<b>335,388</b>	<b>100.0</b>	389,692	100.0

During the Period, the revenue from the Group's retail stores and consignment counters were approximately HK\$83.8 million and HK\$124.3 million respectively, representing 25.0% and 37.0% of the total revenue respectively. The increase in percentage of revenue from retail store and the decrease in percentage of revenue from consignment counters were in line with the change of number of retail outlets. The revenue from roadshow counters was approximately HK\$38.5 million, representing 11.5% of the total revenue. The decrease in percentage of revenue from roadshow counters was mainly due to less roadshow activities organised during the Period. The revenue from corporate sales and international sales were approximately HK\$70.0 million and HK\$18.8 million respectively, representing 20.9% and 5.6% of the total revenue respectively. The percentages of revenue from corporate sales and international sales remain similar as compared to those for Year 2014/15.

### **Other income**

Other income for the Period was approximately HK\$5.1 million, mainly comprising bank interest income of approximately HK\$1.6 million and repair income of approximately HK\$1.0 million. Other income for Year 2014/15 was approximately HK\$10.1 million, mainly comprising bank interest income of approximately HK\$4.6 million and delivery income of approximately HK\$2.4 million.

### **Other gains and losses**

Other gains and losses for the Period was a loss of approximately HK\$5.9 million, which mainly comprised of a net exchange loss of approximately HK\$5.4 million and loss on write-off of property, plant and equipment of approximately HK\$1.2 million. Other gains and losses for Year 2014/15 was a loss of approximately HK\$0.8 million, which mainly comprised of a net exchange loss of approximately HK\$0.8 million.

# MANAGEMENT DISCUSSION AND ANALYSIS

## Changes in inventories of finished goods

Changes in inventories of finished goods for the Period were approximately HK\$12.9 million as compared to approximately HK\$1.2 million for Year 2014/15. The significant increase was due to the increase in inventory balance as at 31 December 2015.

## Finished goods purchased

Finished goods purchased for the Period was approximately HK\$124.2 million (Year 2014/15: HK\$134.6 million). The decrease in finished goods purchased was in line with the decrease in sales as a result of shorter reporting period.

## Gross profit

The gross profit and gross profit margin for the Period were approximately HK\$220.4 million and 65.7% respectively (Year 2014/15: HK\$251.2 million and 64.5% respectively). The increase in gross profit margin was mainly due to the launch of certain key new products with higher gross profit margin during the Period.

## Staff costs

Staff costs for the Period were approximately HK\$70.0 million (Year 2014/15: HK\$79.8 million). The decrease was primarily due to shorter reporting period, partly offset by the increase in the overall staff strength from 538 employees as at 31 March 2015 to 584 employees as at 31 December 2015.

## Depreciation expense

Depreciation expense for the Period was approximately HK\$6.3 million (Year 2014/15: HK\$7.8 million). The average monthly depreciation expense increased as a result of the acquisition of certain fixed assets during the Period.

## Finance costs

Finance costs for the Period was approximately HK\$0.3 million, which remained relatively stable as compared to approximately HK\$0.4 million for Year 2014/15.

## Other expenses

Other expenses for the Period was approximately HK\$130.3 million (Year 2014/15: HK\$161.5 million). Major items of other expenses for the Period included rental expenses of HK\$25.2 million, commissions for consignment counters of HK\$30.6 million and advertising and promotional expenses of HK\$12.6 million. Major items of other expenses for Year 2014/15 included rental expenses of HK\$27.6 million, commissions for consignment counters of HK\$44.1 million and advertising and promotional expenses of HK\$11.9 million.

## Profit before tax

As a result of the factors described above, the Group's profit before tax for the Period was approximately HK\$16.4 million.

# MANAGEMENT DISCUSSION AND ANALYSIS

## Income tax expense

Income tax expenses for the Period and Year 2014/15 were approximately HK\$4.2 million and HK\$3.9 million, respectively, representing an effective tax rate of approximately 25.4% and 24.1%, respectively. The increase in effective tax rate for the Period was primarily due to less non-taxable income generated during the Period.

## Profit for the period

As a result of the factors described above, the Group's profit for the Period was approximately HK\$12.2 million, nearly the same as the net profit for Year 2014/15.

## FINANCIAL POSITION

As at 31 December 2015, total equity of the Group amounted to approximately HK\$421.4 million (as at 31 March 2015: HK\$277.9 million). The increase was mainly due to the allotment of 28,000,000 new shares ("Share(s)") of the Company as detailed in the Company's announcements dated 27 May 2015 and 8 June 2015 and the net profits contribution during the Period.

As at 31 December 2015, the Group's net current assets amounted to approximately HK\$377.6 million (as at 31 March 2015: HK\$245.9 million). The current ratio was 5.8 times (as at 31 March 2015: 4.6 times). The increase in the Group's current ratio was mainly due to the decrease of bank borrowings and increase in bank balances.

## LIQUIDITY AND FINANCIAL RESOURCES

As at 31 December 2015, the Group had approximately HK\$333.9 million (as at 31 March 2015: HK\$221.0 million) bank balances and cash. The Group's bank balances and cash primarily consist of cash on hand and bank balances which were mainly held at HK\$, US\$ and RMB bank accounts at the banks in Hong Kong and PRC. The Group's approach adopted in managing liquidity is to ensure, as far as possible, that it will always maintain sufficient liquidity to meet its liabilities when due, without incurring unacceptable losses or risking damage to the Group's reputation.

## Operating activities

Net cash from operating activities was approximately HK\$18.5 million for the nine months ended 31 December 2015 (Year 2014/15: HK\$2.2 million), primarily reflecting the operating cash flows before movements in working capital of approximately HK\$22.7 million, as adjusted by an increase of approximately HK\$10.2 million in inventory, an increase of approximately HK\$21.9 million in trade and other receivables and prepayment and an increase of approximately HK\$27.9 million in trade and other payables.

## Investing activities

Net cash used in investing activities was approximately HK\$159.1 million for the nine months ended 31 December 2015 (Year 2014/15: HK\$39.3 million from investing activities), which was primarily due to placement of bank deposits of approximately HK\$138.7 million, consideration paid for acquisition of business of approximately HK\$4.9 million and acquisition of property, plant and equipment of approximately HK\$16.3 million.

# MANAGEMENT DISCUSSION AND ANALYSIS

## Financing activities

Net cash from financing activities was approximately HK\$116.2 million for the nine months ended 31 December 2015 (Year 2014/15: HK\$5.8 million), which was primarily due to the proceeds from issuance of Shares of approximately HK\$136.6 million, which was partially offset by the decrease in trust receipt loans of approximately HK\$17.3 million.

## BORROWINGS AND GEARING RATIO

Total borrowings of the Group as at 31 December 2015 was approximately HK\$8.9 million with effective interest rate ranging from 1.99% to 3.99% per annum. The Group's gearing ratio decreased from approximately 7.6% as at 31 March 2015 to approximately 1.8% as at 31 December 2015, which was primarily due to a decrease in bank borrowings by approximately HK\$17.3 million and increase in bank balances and cash of approximately HK\$113.0 million as at 31 December 2015.

## WORKING CAPITAL

As at 31 December 2015, the net working capital of the Group was approximately HK\$377.6 million, representing an increase of approximately HK\$131.7 million or 53.6% as compared with HK\$245.9 million as at 31 March 2015.

As at 31 December 2015, the Group's inventories increased by HK\$12.9 million to HK\$32.6 million from approximately HK\$19.7 million as at 31 March 2015. The increase was primarily due to more display units of certain new products were arranged for marketing purpose and inclusion of inventories from Singapore business. The inventories turnover days was 62.6 days as at 31 December 2015 as compared with 50.4 days as at 31 March 2015. The increase is in line with the increase in inventory.

As at 31 December 2015, the Group's trade receivables increased by approximately HK\$14.7 million, to approximately HK\$52.3 million from approximately HK\$37.6 million as at 31 March 2015. The average trade receivables turnover days was 36.9 days, representing an increase of approximately 3.0 days from 33.9 days as at 31 March 2015. The increase was mainly attributable to longer repayment period from certain department stores.

As at 31 December 2015, the Group's trade payables increased by approximately HK\$19.6 million to approximately HK\$37.1 million from approximately HK\$17.5 million as at 31 March 2015 which was attributable to more purchases before the Period end. The trade payables turnover days increased to approximately 65.2 days from approximately 47.4 days as at 31 March 2015.

## CAPITAL EXPENDITURE

During the Period, the Group's total capital expenditure amounted to approximately HK\$16.3 million, which was used in the acquisition of property, plant and equipment.

## CHARGE ON ASSETS

As at 31 December 2015, the Group had pledged certain assets, including leasehold land and buildings, investment properties and bank deposits which in aggregate amounted to approximately HK\$24.8 million for the purpose of securing certain banking and other facilities.

# MANAGEMENT DISCUSSION AND ANALYSIS

## **SIGNIFICANT INVESTMENT, MATERIAL ACQUISITIONS AND DISPOSAL OF SUBSIDIARIES, FUTURE PLANS FOR MATERIAL INVESTMENTS OR ACQUISITION OF CAPITAL ASSETS**

On 15 May 2015, the Group acquired the business in Singapore from OTO Bodycare Pte. Ltd., a connected person of the Company, at a consideration of approximately S\$0.8 million (equivalent to approximately HK\$4.9 million). Details of the acquisition are set out in the Company's announcement dated 15 May 2015.

During the Period, the Group had completed the first phase of the ERP implementation project such that its IT infrastructure across Hong Kong, Macau and Mainland China had been upgraded and integrated. The relevant capital expenditure of approximately HK\$5.6 million was reflected in the Period.

The Group continues to seek appropriate merger and acquisition opportunities to expand its original business in healthcare sector and diversify into other sectors which are in line with the Group strategy.

## **SUBSCRIPTION OF NEW SHARES UNDER GENERAL MANDATE**

On 27 May 2015, the Company entered into a conditional subscription agreement with the SCGC Capital Holding Company Limited, a company incorporated in the BVI with limited liability and an independent third party (the "Subscriber"), pursuant to which the Subscriber has conditionally agreed to subscribe for and the Company has conditionally agreed to allot and issue 28,000,000 ordinary Shares with aggregate nominal value of US\$280,000, representing 8.00% of the Company's issued share capital of 349,876,800 Shares as enlarged by the allotment and issue of the new Shares, at a price of HK\$4.88 per Share (the "Subscription"). The market price on 27 May 2015, being the date on which the terms of the Subscription were fixed, was HK\$5.82 per Share. The completion of Subscription took place on 8 June 2015. The net proceeds from the Subscription, after the deduction of professional fees and other related expenses, were approximately HK\$136.5 million, representing a net price of approximately HK\$4.875 per Share. The net proceeds from the Subscription were expected to be used for the Group's fund reserve for potential investments. Details of the Subscription are set out in the announcements of the Company dated 27 May 2015 and 8 June 2015.

## **PUBLIC FLOAT**

During the period from 27 January 2015 to 12 April 2015, 59,604,000 Shares, representing approximately 18.52% of the entire issued share capital of the Company, were held by the public (within the meanings under the Rules Governing the Listing of Securities on the Stock Exchange (the "Listing Rules")). Accordingly, the Company could not meet the minimum public float requirement under Rule 8.08(1) (a) of the Listing Rules and made an application to the Stock Exchange for a waiver from strict compliance with Rule 8.08(1) (a) of the Listing Rules. On 13 April 2015, the public float of the Company was restored to 25% of the total issued share capital of the Company after completion of certain measures taken by the Company and its controlling shareholder. Details of restoration of public float are set out in the announcements of the Company dated 27 January 2015, 31 March 2015 and 13 April 2015. The Company maintained sufficient public float throughout the period from 13 April 2015 to the date of this annual report.

# MANAGEMENT DISCUSSION AND ANALYSIS

## CONTINGENT LIABILITIES

The Group did not have any significant contingent liabilities as at 31 December 2015 and 31 March 2015.

## FOREIGN EXCHANGE RISK MANAGEMENT

As at 31 December 2015, the Group was exposed to limited foreign exchange risk as majority of bank deposits were denominated in HK dollar and US dollar. The Group does not use any derivative financial instrument to hedge the foreign exchange risk. Instead, the Group manages the foreign exchange risk by closely monitoring the movement of the foreign currency rates.

## EMPLOYEES AND REMUNERATION POLICY

As at 31 December 2015, the Group had a total number of 584 (31 March 2015: 538) full-time employees. Total staff costs for the Period amounted to approximately HK\$70.0 million (Year 2014/15: HK\$79.8 million).

The Group determined the remuneration packages of all employees based on factors including individual qualifications, contributions to the Group, performance and years of experience of the respective staff. The Remuneration Committee will review and determine the remuneration and compensation packages of the Directors and senior management with reference to salaries paid by comparable companies, time commitment and responsibilities of the Directors and performance of the Group.

## STRATEGIES AND PROSPECTS

In the opinion of the Directors, the Group's performance for the year 2016 shall be cautiously optimistic amidst the instability and uncertainty of regional state of economy. The growth is expected to be driven by the organic growth of original healthcare business and contribution of new business through merger and acquisition. The Group will continue to focus on (i) the development of healthcare business particularly the research and development, optimisation of sales channels and operation efficiency; (ii) actively seeking appropriate investment opportunities particularly in healthcare and cross-border business sectors; and (iii) strengthening the business cooperation with other business segments in Tempus Group Co., Ltd.

## MANAGEMENT DISCUSSION AND ANALYSIS

### USE OF NET PROCEEDS FROM THE GLOBAL OFFERING

The proceeds from the global offering, after deduction of related issuance expenses, amounted to approximately HK\$92.6 million. As at 31 December 2015, there is no change on the proposed use of net proceeds from the global offering. The unused proceeds were deposited in licensed banks in Hong Kong. Details of use of the net proceeds are set out in to table below.

	<b>Net proceeds HK\$ mil</b>	<b>Utilised up to 31 December 2015 HK\$ mil</b>	<b>Unutilised as of 31 December 2015 HK\$ mil</b>
Use of proceeds:			
Expansion of the Group's PRC operations	45.9	33.1	12.8
Advertising and promotional activities in the PRC	20.0	8.0	12.0
Renovation and redecoration the existing retail outlets in Hong Kong and Macau	10.7	10.7	—
Enhancement of the research and development capability	8.0	8.0	—
Upgrade of the Group's IT systems	8.0	8.0	—
	92.6	67.8	24.8



## DIRECTORS' REPORT

The board (the "Board") of directors (the "Directors") of Tempus Holdings Limited (the "Company") is pleased to present the annual report with the audited consolidated financial statements for the nine months ended 31 December 2015 (the "Period") together with the comparative figures for the year ended 31 March 2015 ("Year 2014/15").

### PRINCIPAL ACTIVITIES

The Company acts as an investment holding company. The principal activities of its subsidiaries are set out in note 35 to the consolidated financial statements.

### RESULTS & DIVIDENDS

Results of the Group for the Period are set out in the consolidated statement of profit or loss and other comprehensive income on page 44 of this annual report. Other movements in reserves are set out in the consolidated statement of changes in equity on page 47 and 48 of this annual report.

The Board has resolved not to declare an interim dividend for the six months ended 30 September 2015 (six months ended 30 September 2014: an interim dividend of HK cents 0.622 and a special dividend of HK cents 0.415 per share). The Board has recommended the payment a final dividend of HK cents 1.03 per share amounting to approximately HK\$3.6 million for the Period (Year 2014/15: a final dividend of HK cents 0.472 per share amounting to approximately HK\$1.7 million and a special dividend of HK cents 0.314 per share amounting to approximately HK\$1.1 million). The financial statements do not reflect the dividend payable. The proposed final dividend is subject to approval by the shareholders of the Company at the forthcoming annual general meeting ("AGM") to be held on Tuesday, 17 May 2016. If the resolution for the proposed final dividend is passed at the AGM, the proposed final dividend is expected to be paid on Monday, 27 June 2016.

### FINANCIAL SUMMARY

A summary of the results and of the assets and liabilities of the Group for the last five financial period/years is set out on page 102 of this annual report. This summary does not form part of the audited financial statements.

### SHARE CAPITAL

Details of the movements in the issued share capital of the Company during the Period are set out in note 27 to the consolidated financial statements of this annual report.

### DISTRIBUTABLE RESERVES

As at 31 December 2015, the Group's aggregate amounts of reserves available for distribution were approximately HK\$393,917,000, of which approximately HK\$3,604,000 has been proposed as final dividend for the Period.

### PRE-EMPTIVE RIGHTS

There are no provisions for pre-emptive rights under the amended and restated Articles of Association of the Company (the "Articles") or applicable laws of the Cayman Islands where the Company was incorporated.

## PROPERTY, PLANT AND EQUIPMENT

Movements in property, plant and equipment are set out in note 17 to the consolidation financial statements.

## BANK BORROWINGS AND INTEREST

Details of the Group's bank borrowings are set out in notes 6, 25 and 26 to the consolidated financial statements of this annual report. Bank borrowings repayable within one year or on demand are classified as current liabilities in the consolidated financial statements.

## MAJOR CUSTOMERS AND SUPPLIERS

During the Period, the Group's sales to its five largest customers accounted for approximately 13.2% of the Group's total sales and the Group's sales to its largest customer accounted for approximately 9.0% of the Group's total sales. The Group's five largest suppliers accounted for approximately 70.9% of the Group's total purchases, while the largest supplier for the year accounted for approximately 30.8% of the Group's total purchases.

None of the Directors or their respective associates or, to the knowledge of the Directors, any of the shareholders of the Company who owns more than 5% of the Company's issued share capital has any interest in any of the Group's five largest customers or suppliers during the Period.

## DIRECTORS

The Directors as at the date of this annual report are:

### Executive Directors

Mr. Huang Jingkai (*Chief Executive Officer*)

Mr. Yip Chee Lai, Charlie

### Non-executive Directors

Mr. Zhong Baisheng (*Chairman*)

Ms. Zhang Yan

### Independent non-executive Directors

Mr. Han Biao

Mr. Liu Yaohui

Mr. Li Qi

According to the Articles, the newly appointed Directors are subject to re-election at the following annual general meeting. Furthermore, one-third of the Directors for the time being, if the number of Directors is not three or a multiple of three, then the number of Directors nearest to but not less than one-third, shall retire from office but eligible for re-election, and every Director shall be subject to retirement by rotation at least once every three years at annual general meeting. Accordingly, Mr. Zhong Baisheng, Mr. Liu Yaohui, and Mr. Li Qi will retire by rotation at the forthcoming AGM and, being eligible, offer themselves for re-election as Directors.

# DIRECTORS' REPORT

## PROFILE OF DIRECTORS AND SENIOR MANAGEMENT

Profiles of all the Directors and members of the senior management are set out on pages 37 to 41 of this annual report.

## CONFIRMATION OF INDEPENDENCE OF INDEPENDENT NON-EXECUTIVE DIRECTORS

The Company has received an annual confirmation of independence pursuant to Rule 3.13 of the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited (the "Stock Exchange") (the "Listing Rules") from each of the independent non-executive Directors and the Company considers such Directors to be independent.

## DIRECTORS' SERVICE CONTRACTS

The executive Director Mr. Huang Jingkai had entered into a service contract with the Company for a term of three years with effect from 28 January 2015 which is subject to termination provisions therein and provisions on retirement by rotation of the Directors as set out in the Articles. The executive Director Mr. Yip Chee Lai, Charlie had renewed his service contract with the Company for a term of one year with effect from 25 November 2015 which is subject to termination provisions therein and provisions on retirement by rotation of the Directors as set out in the Articles.

The non-executive Directors Mr. Zhong Baisheng and Ms. Zhang Yan had been appointed for an initial term of three years with effect from 7 January 2015 and is subject to termination provisions as set out in the appointment letter and provisions on retirement by rotation of the Directors as set out in the Articles.

The independent non-executive Directors Mr. Han Biao and Mr. Liu Yaohui had been appointed for an initial term of three years with effect from 7 January 2015 and is subject to termination provisions as set out in the appointment letters and provisions on retirement by rotation of the Directors as set out in the Articles.

The independent non-executive Directors Mr. Li Qi had been appointed for an initial term of three years with effect from 28 January 2015 and is subject to termination provisions as set out in the appointment letter and provisions on retirement by rotation of the Directors as set out in the Articles.

None of the Directors proposed for re-election at the forthcoming AGM of the Company has a service contract with the Company or any of its subsidiaries which is not determinable by the Group within one year without payment of compensation (other than statutory compensation).

## REMUNERATION OF THE DIRECTORS

The Remuneration Committee considers and recommends to the Board on the remuneration and other benefits paid by the Company to the Directors. The remuneration of all Directors is subject to regular monitoring by the Remuneration Committee to ensure that the levels of their remuneration and compensation are appropriate.

Details of the emoluments of every Director for the Period is set out in note 13 to the consolidated financial statements.

## DIRECTORS' INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES OF THE COMPANY AND ITS ASSOCIATED CORPORATIONS

As at 31 December 2015, the interests and short positions of the Directors and chief executive of the Company in the shares, underlying shares of equity derivatives and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (the "SFO")) (i) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which were taken or deemed to have taken under such provisions of the SFO), or (ii) which were required, pursuant to section 352 of the SFO, to be entered into the register maintained by the Company, or (iii) which were required to be notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") as set out in Appendix 10 to the Listing Rules as adopted by the Company, were as follows:

### (i) Long position in shares of the Company

Name of Director	Capacity/Nature of Interest	Number of Shares	Approximate percentage of shareholding in the Company
Mr. Zhong Baisheng	Interest of controlled corporation ( <i>note 1</i> )	234,994,800	67.2%
Mr. Yip Chee	Beneficial owner	6,046,000	1.7%
Lai, Charlie	Interests of parties to an agreement to acquire interest of the Company ( <i>note 2</i> )	17,984,000	5.2%
	Total	24,030,000	6.9%

*Note:*

- (1) These shares of the Company are held directly by Tempus Holdings (Hong Kong) Limited, which is wholly owned by Tempus Value Chain Limited ("Tempus Value Chain"). Tempus Value Chain is wholly owned by 深圳市騰邦物流股份有限公司 (Shenzhen Tempus Logistics Holding Ltd.\*) ("Tempus Logistics"), which is in turn owned as to 65% by 騰邦集團有限公司 (Tempus Group Co., Ltd.\*) ("Tempus Group") and 35% by 深圳市平豐珠寶有限公司 (Shenzhen Pingfeng Jewellery Ltd.\*) ("Pingfeng Jewellery"). Pingfeng Jewellery is owned as to 60% by Tempus Group, 30% by Mr. Zhong Baisheng and 10% by Ms. Duan Naiqi. Tempus Group is owned as to 67% by Mr. Zhong Baisheng and 33% by Ms. Duan Naiqi. As at the date of this report, Tempus Holdings (Hong Kong) Limited held 231,994,800 shares of the Company, representing approximately 66.3% of the issued share capital of the Company.
- (2) Mr. Yip Chee Seng, Mr. Yip Chee Lai, Charlie, Mr. Yip Chee Way, David, Mr. Yep Gee Kuarn, Mr. Tan Beng Gim and Ms. Chua Siew Hun (the "Minority Shareholders") have been the persons acting in concert since 1 April 2008 as confirmed in a confirmatory agreement dated 1 February 2011. Accordingly, each of the Minority Shareholders is taken to be interested in the shares in which the Minority Shareholders are interested pursuant to the SFO.

\* The English transliteration of the Chinese names of the PRC entities above, where indicated, is included for identification purpose only and is not the official English names for such PRC entities.

# DIRECTORS' REPORT

## (ii) Long position in shares of the Company's associated corporations:

Name of Director	Name of associated corporation	Number of Shares	Approximate percentage of shareholding
Mr. Zhong Baisheng	Pingfeng Jewellery	9,000,000	90%
Mr. Zhong Baisheng	Tempus Group	67,000,000	67%

Saved as disclosed above and disclosed under the paragraph headed "Share Option" in this report, as at 31 December 2015, none of the Directors and chief executive of the Company had any interest or short positions in the shares, underlying shares of equity derivatives or debentures of the Company or any associated corporations (within the meaning of Part XV of the SFO) which would be required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO, or which would be required, pursuant to Section 352 of the SFO, to be entered in the register referred to therein, or otherwise notified to the Company and the Stock Exchange pursuant to the Model Code.

## DIRECTORS' INTERESTS IN CONTRACTS OF SIGNIFICANCE

Saved as disclosed in the note 31 to the consolidated financial statements and in the section "Related Party Disclosures", no contracts of significance to which the Company, its holding company, or any of its subsidiaries was a party and in which a Director had a material interest, whether directly or indirectly, subsisted during or at the end of the Period.

## DIRECTORS' INTERESTS IN COMPETING BUSINESSES

During the Period and up to the date of this report, none of the Directors nor their respective associates had interests in a business that competes or is likely to compete, either directly or indirectly, with the businesses of the Group other than those businesses where the Directors have been appointed or were appointed as directors to represents the interests of the Company and/or the Group.

## DIRECTORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES

Save as otherwise disclosed in this report, no time during the Period were rights to acquire benefits by means of the acquisition of shares in or debentures of the Company granted to any Director or their respective spouse or children under 18 years of age, or were any such rights exercised by them; or was the Company and any of its subsidiaries a party to any arrangement to enable the Directors, or their respective spouse or children under 18 years of age, to acquire such rights in any other body corporate.

## SUBSTANTIAL SHAREHOLDERS' AND OTHER PERSONS' INTERESTS AND SHORT POSITIONS IN SHARES AND UNDERLYING SHARES OF THE COMPANY

As at 31 December 2015, to the best knowledge of the Directors, the following persons, other than the Directors and chief executive of the Company, had interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or which would be required, pursuant to section 336 of the SFO, to be entered in the register referred to therein:

### Long position in shares of the Company

Name of Shareholder	Capacity/Nature of Interest	Number of Shares	Approximate percentage of shareholding in the Company
Ms. Duan Naiqi (note 1)	Interests of controlled corporation	234,994,800	67.2%
SCGC Capital Holding Company Limited	Beneficial owner	28,000,000	8.0%
Shenzhen Capital Group Co., Ltd.	Interests of controlled corporation	28,000,000	8.0%
Mr. Yip Chee Seng (note 2)	Beneficial owner	5,774,000	1.7%
	Interests of parties to an agreement to acquire interests of the Company	18,256,000	5.2%
	Total	24,030,000	6.9%
Mr. Yep Gee Kuarn (note 2)	Beneficial owner	6,114,000	1.7%
	Interests of parties to an agreement to acquire interests of the Company	17,916,000	5.2%
	Total	24,030,000	6.9%
Mr. Yip Chee Way, David (note 2)	Beneficial owner	6,096,000	1.7%
	Interests of parties to an agreement to acquire interests of the Company	17,934,000	5.2%
	Total	24,030,000	6.9%
Mr. Tan Beng Gim (note 2)	Beneficial owner	—	—
	Interests of parties to an agreement to acquire interests of the Company	24,030,000	6.9%
	Total	24,030,000	6.9%
Ms. Chua Siew Hun (note 2)	Beneficial owner	—	—
	Interests of parties to an agreement to acquire interests of the Company	24,030,000	6.9%
	Total	24,030,000	6.9%

## DIRECTORS' REPORT

### Notes:

1. Pursuant to Part XV of the SFO, each of Ms. Duan Naiqi, Mr. Zhong Baisheng, Tempus Group, Pingfeng Jewellery, Tempus Logistics and Tempus Value Chain is deemed to be interested in the shares held by Tempus Holdings (Hong Kong) Limited. As at the date of this report, Tempus Holdings (Hong Kong) Limited held 231,994,800 shares of the Company, representing approximately 66.3% of the issued share capital of the Company.
2. The Minority Shareholders have been the persons acting in concert since 1 April 2008 as confirmed in a confirmatory agreement dated 1 February 2011. Accordingly, each of the Minority Shareholders is taken to be interested in the shares in which the Minority Shareholders are interested pursuant to section 318 of the SFO.

Save as disclosed above, as at 31 December 2015, the Directors were not aware of any persons, other than a Director or a chief executive of the Company, who had or were deemed or taken to have interests or short positions in shares or underlying shares of the Company, which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or which were required to be entered in the registered kept by the Company under the SFO.

### SHARE OPTION SCHEME

The Company has conditionally adopted a share option scheme (the "Share Option Scheme") on 25 November 2011 for the purpose of recognising and acknowledging the contributions the eligible participants had or may have made to the Group. The Directors may, at its absolute discretion, invite any person belonging to any of the following classes or participants, to take up options to subscribe for shares:

- (a) any employee ("Eligible Employee") (whether full-time or part-time including any executive Director but excluding any non-executive Director) of the Company, any of the subsidiaries or any entity (the "Invested Entity") in which the Group holds an equity interest;
- (b) any non-executive directors (including independent non-executive directors) of the Company, any of the subsidiaries or any Invested Entity;
- (c) any supplier of goods or services to any member of the Group or any Invested Entity;
- (d) any customer of the Group or any Invested Entity;
- (e) any person or entity that provides research, development or other technological support to the Group or any member of any Invested Entity;
- (f) any shareholder of any member of the Group or any Invested Entity or any holder of any securities issued by any member of the Group or any Invested Entity;
- (g) any adviser (professional or otherwise) or consultant to any area of business or business development of the Group or any Invested Entity; and
- (h) any other group of classes of participants who have contributed or may contribute by way of joint venture, business alliance or other business arrangement and growth of the Group,

and, for the purposes of the Share Option Scheme, the options may be granted to any company wholly owned by one or more persons belonging to any of the above classes of participants.

The Directors were authorised to grant options to subscribe for shares of the Company and to allot, issue and deal with the shares pursuant to the exercise of options granted under the Share Option Scheme and to take all such steps as may be necessary and/or desirable to implement and give effect to the Share Option Scheme. The maximum number of shares in respect of which options may be granted under the Share Option Scheme and under any other share option schemes of the Company must not in aggregate exceed 10% of the total number of shares in issue on the day on which trading of the shares commenced on the main board of the Stock Exchange, being 32,000,000 shares.

Unless otherwise approved by the Company's shareholders in general meeting, the number of shares that may be granted to an eligible participant under the Share Option Scheme and any other share option schemes of the Company (including both exercised and outstanding options) shall not exceed 1% of the shares in issue of the Company within any 12-month period. Any grant of options to a Director, chief executive or substantial shareholder (as defined in the Listing Rules) of the Company or any of their respective associates (as defined in the Listing Rules) is required to be approved by the independent non-executive Directors. Unless otherwise approved by the shareholders in general meeting and/or such other requirements prescribed under the Listing Rules, any grant of options to a substantial shareholder or independent non-executive Director or their respective associates under the Share Option Scheme and any other share option schemes of the company (including both exercised and outstanding options) shall not represent in aggregate over 0.1% of the shares in issue and has an aggregate value in excess of HK\$5 million, within any 12-month period.

There is no minimum period for which an option must be held before it can be exercised, and the period during which an option may be exercised will be determined by the Board in its absolute discretion, however, no options shall be exercised 10 years after they have been granted. The subscription price of a share in respect of a particular option shall be not less than the highest of (a) the official closing price of the shares on the daily quotation sheet of the Stock Exchange on the date of the offer of the grant, which must be a business day; (b) the average official closing price of the shares on the daily quotation sheet of the Stock Exchange for the five business days immediately preceding the date of the offer of the grant; and (c) the nominal value of the share. Each grantee shall pay HK\$1.00 to the Company at the time the option is granted. The Share Option Scheme shall take effect from the date it is adopted (i.e. 25 November 2011) and shall remain effective within a period of 10 years from that date (i.e. the Share Option Scheme shall expire on 25 November 2021).



# DIRECTORS' REPORT

## SHARE OPTION

The Company granted 5,400,000 share options to subscribe for shares in the Company under the Share Option Scheme during the Period. Details of the movements in the share options during the Period are set out below:

Grantees	Date of grant	Exercisable period	Exercise price per share HK\$	Number of Share Options					
				Outstanding as at 1 April 2015	Granted during the 9 months ended 31 December 2015	Exercised during the 9 months ended 31 December 2015	Lapsed during the 9 months ended 31 December 2015	Cancelled during the 9 months ended 31 December 2015	Outstanding as at 31 December 2015
<b>Directors</b>									
Mr. Huang Jingkai	31.8.2015	31.8.2016 – 30.8.2019	3.38	—	90,000	—	—	—	90,000
		31.8.2017 – 30.8.2019	3.38	—	135,000	—	—	—	135,000
		31.8.2018 – 30.8.2019	3.38	—	225,000	—	—	—	225,000
Mr. Yip Chee Lai, Charlie	31.8.2015	31.8.2016 – 30.8.2019	3.38	—	90,000	—	—	—	90,000
		31.8.2017 – 30.8.2019	3.38	—	135,000	—	—	—	135,000
		31.8.2018 – 30.8.2019	3.38	—	225,000	—	—	—	225,000
Ms. Zhang Yan	31.8.2015	31.8.2016 – 30.8.2019	3.38	—	50,000	—	—	—	50,000
		31.8.2017 – 30.8.2019	3.38	—	75,000	—	—	—	75,000
		31.8.2018 – 30.8.2019	3.38	—	125,000	—	—	—	125,000
Mr. Han Biao	31.8.2015	31.8.2016 – 30.8.2019	3.38	—	30,000	—	—	—	30,000
		31.8.2017 – 30.8.2019	3.38	—	45,000	—	—	—	45,000
		31.8.2018 – 30.8.2019	3.38	—	75,000	—	—	—	75,000
Mr. Liu Yaohui	31.8.2015	31.8.2016 – 30.8.2019	3.38	—	30,000	—	—	—	30,000
		31.8.2017 – 30.8.2019	3.38	—	45,000	—	—	—	45,000
		31.8.2018 – 30.8.2019	3.38	—	75,000	—	—	—	75,000
Mr. Li Qi	31.8.2015	31.8.2016 – 30.8.2019	3.38	—	30,000	—	—	—	30,000
		31.8.2017 – 30.8.2019	3.38	—	45,000	—	—	—	45,000
		31.8.2018 – 30.8.2019	3.38	—	75,000	—	—	—	75,000
Other eligible participants	31.8.2015	31.8.2016 – 30.8.2019	3.38	—	760,000	—	—	(20,000)	740,000
		31.8.2017 – 30.8.2019	3.38	—	1,140,000	—	—	(30,000)	1,110,000
		31.8.2018 – 30.8.2019	3.38	—	1,900,000	—	—	(50,000)	1,850,000
<b>Total</b>				—	5,400,000	—	—	(100,000)	5,300,000

## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S SECURITIES**

Neither the Company nor any of its subsidiaries had purchased or sold any of the listed securities of the Company and the Company has not redeemed any of its shares of the Company during the Period.

## **RELATED PARTY TRANSACTIONS**

Details of the significant related party transactions undertaken in the normal course of business are provided under note 31 to the consolidated financial statements. Those transactions comprise a connected transaction and a continuing connected transaction which are fully exempt pursuant to Chapter 14A of the Listing Rules. The Board confirmed that during the Period and up to the date of this report, the Company had complied with the disclosure requirement under Chapter 14A of the Listing Rules.

## **CORPORATE GOVERNANCE**

In the opinion of the Directors, the company has complied with the Corporate Governance Code (the "CG Code") as set out in Appendix 14 to the Listing Rules throughout the Period. The Corporate Governance Report is set out on pages 27 to 36 of this annual report.

## **AUDIT COMMITTEE**

The Audit Committee had reviewed together with the management of the Company and external auditors the accounting principles and policies adopted by the Group and the audited consolidated financial statements for the Period.

## **AUDITOR**

Deloitte Touche Tohmatsu will retire and, being eligible, offer themselves for re-appointment. A resolution for re-appointment of Deloitte Touche Tohmatsu as auditor of the Company is to be proposed at the forthcoming AGM.

## **CLOSURE OF REGISTER OF MEMBERS FOR AGM**

The register of members of the Company will be closed from Wednesday, 11 May 2016 to Tuesday, 17 May 2016, both days inclusive. During this period, no transfer of shares will be registered. In order to be eligible to attend and vote at the AGM, all transfer forms of shares accompanied by the relevant share certificates must be lodged with the Company's Branch Share Registrar in Hong Kong, Boardroom Share Registrars (HK) Limited at 31/F, 148 Electric Road, North Point, Hong Kong not later than 4:30 p.m. on Tuesday, 10 May 2016.

# DIRECTORS' REPORT

## CLOSURE OF REGISTER OF MEMBERS FOR FINAL DIVIDEND

Following the approval of the proposed final dividend at the AGM, the register of members of the Company will be closed from Monday, 23 May 2016 to Thursday, 26 May 2016, both days inclusive. During this period, no transfer of shares will be registered. In order to qualify for the entitlement to the proposed final dividends, all transfer forms of shares accompanied by the relevant share certificates must be lodged with the Company's Branch Share Registrar in Hong Kong, Boardroom Share Registrars (HK) Limited at 31/F, 148 Electric Road, North Point, Hong Kong not later than 4:30 p.m. on Friday, 20 May 2016.

By order of the Board

**Tempus Holdings Limited**

**Zhong Baisheng**

*Chairman and Non-executive Director*

Hong Kong, 30 March 2016

# CORPORATE GOVERNANCE REPORT

## CORPORATE GOVERNANCE PRACTICE

The Board is committed to maintaining a good standard of corporate governance practices and business ethics in the firm belief that they are essential for maintaining and promoting investors' confidence and maximising shareholders' returns. The Board reviews its corporate governance practices from time to time in order to meet the rising expectations of shareholders and comply with the increasingly stringent regulatory requirements, and to fulfill its commitment to excellence in corporate governance.

The Company has adopted the code provisions set out in the CG Code in the Appendix 14 of the Listing Rules as its own code of corporate governance practice.

The Board confirmed that, during the Period and up to the date of this report, the Company had complied with all applicable code provisions under the CG Code.

## DIRECTORS' SECURITIES TRANSACTIONS

The Company has adopted the Model Code as set out in Appendix 10 of the Listing Rules (including amendments as effected from time to time) as its own code of conduct for dealing in securities of the Company by the Directors. Having made specific enquiry to all Directors, each of the Directors confirmed that he/she has complied with the Model Code during the Period.

## BOARD OF DIRECTORS

The Board is responsible for the leadership and control of the Company. The Board oversees the Group's businesses, strategic decisions, internal control, risk management systems and monitors the performance of the senior management. The Directors have the responsibility to act objectively in the interests of the Company.

The day-to-day management, administration and operation of the Company are delegated to the executive committee and the senior management. The delegated functions and work tasks are periodically reviewed. Approval has to be obtained from the Board prior to any significant transactions entered into by the abovementioned officers.

The Board also assumes the responsibilities of maintaining high standard of corporate governance, including, among others, developing and reviewing the Company's policies and practices on corporate governance, reviewing and monitoring the Company's policies and practices on compliance with legal and regulatory requirements, and reviewing the Company's compliance with the CG Code.

The Board has delegated various responsibilities to the Board committees as set out in their respective terms of reference including the audit committee (the "Audit Committee"), the remuneration committee (the "Remuneration Committee"), the nomination committee (the "Nomination Committee") and the executive committee (the "Executive Committee"). Further details of these committees are set out in the paragraphs below.

As at the date of this report, the Board comprises two executive Directors namely, Mr. Huang Jingkai (chief executive officer) and Mr. Yip Chee Lai, Charlie, two non-executive Directors namely, Mr. Zhong Baisheng (chairman) and Ms. Zhang Yan and three independent non-executive Directors namely, Mr. Liu Yaohui, Mr. Han Biao and Mr. Li Qi. The profiles of each Director are set out in the "Biographies of Board of Directors and Senior Management" section in this annual report.

## CORPORATE GOVERNANCE REPORT

All Directors, including independent non-executive Directors, have brought a wide spectrum of valuable business experience, knowledge and professionalism to the Board for its efficient and effective delivery of the Board functions. Independent non-executive Directors are invited to serve on the Audit Committee, the Remuneration Committee and the Nomination Committee.

The Company has received an annual confirmation from each of the independent non-executive Directors of his independence pursuant to Rule 3.13 of the Listing Rules. The Company considers all of the independent non-executive Directors to be independent in accordance with the independence guideline as set out in the Listing Rules.

Each of the independent non-executive Directors was appointed for a term of three years and is subject to termination provisions as set out in the appointment contracts and provisions on retirement by rotation of the Directors as set out in the Articles.

### APPOINTMENT AND RE-ELECTION OF DIRECTORS

In compliance with the code provision in A.4.2 of the CG Code, the Articles provide that any Director appointed either to fill a casual vacancy on the Board or as an addition to the existing Board shall hold office only until the next following general meeting of the Company and shall then be eligible for reelection. In compliance with the code provision in A.4.2 of the CG code, the Articles also provide that one-third of the Directors for the time being, or, if their number is not three or a multiple of three, then the number nearest to but not less than one-third shall retire from office by rotation at each of the AGM of the Company provided that every Director shall be subject to retirement by rotation at least once every three years. The retiring Directors shall be eligible for re-election. The Company at any general meeting at which any Directors retire may fill the vacated offices.

In compliance with the CG Code and the Articles, Mr. Zhong Baisheng, Mr. Liu Yaohui and Mr. Li Qi shall retire from office by rotation at the forthcoming AGM and, being eligible, will offer themselves for re-election.

The procedures and process of appointment, re-election and removal of directors are set out in the Articles. The Nomination Committee is responsible for reviewing the Board composition, monitoring the appointment and re-election and succession planning of Directors.

### THE CHAIRMAN AND THE CHIEF EXECUTIVE OFFICER

In compliance with the code provision in A.2.1 of the CG Code, the roles of the chairman and the chief executive officer are separated and assumed by different individuals to ensure a balance of power and authority, so that power is not concentrated in any one individual. The chairman, Mr. Zhong Baisheng, is responsible for leadership of the Board and strategic planning of the Group while the chief executive officer, Mr. Huang Jingkai, is responsible for formulating and executing the business strategy approved by the Board and overall business management. There is a clear division of responsibilities between the chairman and chief executive officer.

# CORPORATE GOVERNANCE REPORT

## DIRECTORS' ATTENDANCE RECORDS

Four Board meetings were held during the Period.

Details of directors' attendance at the meetings of the Board, the Audit Committee, the Remuneration Committee and the Nomination Committee held during the Period are set out in the following table:

	Number of meetings attended/Eligible to attend during the Period			
	Board	Audit Committee	Remuneration Committee	Nomination Committee
<b>Executive Directors</b>				
Mr. Huang Jingkai	4/4	—	—	—
Mr. Yip Chee Lai, Charlie	4/4	—	—	—
<b>Non-executive Directors</b>				
Mr. Zhong Baisheng	4/4	—	—	—
Ms. Zhong Yan	4/4	—	—	—
<b>Independent non-executive Directors</b>				
Mr. Han Biao	3/4	2/2	1/1	1/1
Mr. Liu Yaohui	4/4	2/2	1/1	1/1
Mr. Li Qi	3/4	2/2	1/1	1/1

## BOARD MEETINGS

Board meetings are held regularly for at least four times a year at approximately quarterly intervals and ad-hoc meetings are also convened if necessary to discuss the overall strategy as well as financial performance of the Group, and to review and approve the Group's annual and interim results. Notice of Board meeting is normally sent to all Directors at least 14 days prior to a regular Board meeting. Reasonable notice is given to the Directors for ad-hoc Board meetings. Directors may participate either in person or through electronic means of communication.

Agenda and Board papers together with all appropriate, complete and reliable information will be provided to all the Directors before meetings. All the Directors will be provided with sufficient resources to discharge their duties, and, upon reasonable request, the Directors will be able to seek independent professional advice in appropriate circumstances, at the Company's expenses. All Directors will have the opportunity to suggest matters in the agenda for Board meetings. Directors have access to the services of the company secretary to ensure that the Board procedures are followed.

Minutes of the board meetings and committee meetings are recorded in sufficient details of the matters considered by the Board and the committees and the decisions reached, including any concerns raised by the Directors. Draft minutes of each board meeting and committee meeting are sent to the Directors for comments within a reasonable time after the date on which the meeting is held.

In addition to regular Board meetings, the chairman of the Board met with the independent non-executive Directors without the presence of the executive Directors.

A list of directors is also disclosed in all corporate communications issued by the Company pursuant to the Listing Rules from time to time.

# CORPORATE GOVERNANCE REPORT

## DIRECTORS' INDUCTION AND CONTINUOUS PROFESSIONAL DEVELOPMENT PROGRAMME

Each newly appointed Director will receive formal, comprehensive and tailored induction on the first occasion of his/her appointment to ensure appropriate understanding of the business and operations of the Company and full awareness of director's responsibilities and obligations under the Listing Rules and relevant statutory requirements.

All Directors are encouraged to attend relevant training courses and seminars to strengthen their skill sets and knowledge on understanding of current issues and developments of the financial and business environment. During the Period, all the Directors have attended the workshop conducted by a professional and licensed solicitor pertaining to the updates on the Listing Rules and responsibilities and/or duties of directors, as well as training courses relevant to his/her professional. The Directors will continue to undergo training that may be required from time to time keeping abreast with latest changes in laws, regulations and the business environment.

## BOARD COMMITTEES

### Audit Committee

As at the date of this report, the Audit Committee comprises three members, namely Mr. Liu Yaohui, Mr. Han Biao and Mr. Li Qi, all being independent non-executive Directors. Mr. Liu Yaohui is the chairman of the Audit Committee. The primary duties of the Audit Committee include:

- i. to review the financial statements and reports and consider any significant or unusual items raised by the internal audit division or external auditors before submission to the Board;
- ii. to review the relationship with the external auditors by reference to the work performed by the auditors, their fees and terms of engagement, and make recommendations to the Board on the appointment, re-appointment and removal of external auditors; and
- iii. to review the adequacy and effectiveness of the Company's financial reporting system, internal control system and risk management system and associated procedures.

The Audit Committee has reviewed the Group's consolidated financial statements for the Period including the accounting principles and practice adopted by the Group. The Audit Committee has also reviewed the internal control and risk management system of the Group for the Period.

During the Period, the Audit Committee performed the duties and responsibilities under its terms of reference as published on the websites of the Stock Exchange and the Company and other duties of CG Code.

Two Audit Committee meetings were held during the Period. At the meetings, the Audit Committee has performed the following:-

- i. reviewed the annual results of the Group for the year ended 31 March 2015;
- ii. reviewed the interim results of the Group for the six months ended 30 September 2015; and
- iii. reviewed the financial status and performance and internal control system of the Group for the year ended 31 March 2015 and six months ended 30 September 2015.

## Remuneration Committee

As at the date of this annual report, the Remuneration Committee consists of three independent non-executive Directors, namely Mr. Han Biao, Mr. Liu Yaohui and Mr. Li Qi. Mr. Han Biao is the chairman of the Remuneration Committee. The primary duties of the Remuneration Committee include making recommendation to the Board on the overall remuneration policy and structure relating to all Directors and senior management of the Group, review performance based remuneration and ensure that none of the Directors or any of his/her associates will participate in determining or will determine their own remuneration.

The Board retains its power to determine the individual remuneration package of all individual Directors and senior management with reference to salaries paid by comparable companies, time commitment and responsibilities of the Directors and performance of the Group and at the recommendation of the Remuneration Committee.

All Directors do not participate in determining their own remuneration.

Details of the Directors' remuneration for the nine months ended 31 December 2015 are set out in note 13 to the consolidated financial statements. Details of the remuneration policy of the Group are also set out in the "Employees and Remuneration Policy" section contained in the Management Discussion and Analysis on page 14 of this annual report.

One meeting of the Remuneration Committee had been held during the Period.

## Nomination Committee

As at the date of this annual report, the Nomination Committee consists of three members, namely Mr. Han Biao, Mr. Liu Yaohui and Mr. Li Qi. Mr. Han Biao is the chairman of the Nomination Committee.

The primary duties of the Nomination Committee include:

- i. to review the structure, size and composition of the Board and make recommendations regarding any proposed changes;
- ii. to identify suitable candidates for appointment as Directors;
- iii. to make recommendations to the Board on appointment or reappointment of and succession planning for Directors; and
- iv. to assess the independence of the independent non-executive Directors.

When there is a vacancy, the Nomination Committee identifies suitably qualified candidates and reviews, among others, the character and integrity, qualifications, business experience relevant and beneficial to the Company, capabilities, knowledge, skills or experience and whether the candidates would satisfy those needs, and independence criteria as stipulated in the Listing Rules for independent non-executive directors, of such candidates for determining the suitability to the Group. After due and careful consideration by the Nomination Committee, it will proceed to recommend the identified candidates to the Board for consideration.

One meetings of the Nomination Committee had been held during the Period.



# CORPORATE GOVERNANCE REPORT

## Executive Committee

The Company has set up the Executive Committee which is responsible for implementing the corporate strategy, monitoring the business performances and exercising the powers and authority delegated by the Board. It comprises two executive Directors, namely Mr. Huang Jingkai and Mr. Yip Chee Lai, Charlie and the group financial controller, Mr. Ye Shusheng. Meetings of the Executive Committee are held once every week or every other week. Several senior managements are also invited to participate in the meetings.

## DIRECTORS' AND OFFICERS' LIABILITY INSURANCE AND INDEMNITY

To indemnify Directors and officers of the Company against all costs, charges, losses, expenses and liabilities incurred by them in the execution of and discharge of their duties or in relation thereto, the Company has arranged insurance cover for these purposes.

## CORPORATE GOVERNANCE

The Board is entrusted with the overall responsibility to maintain a good standard of corporate governance practices and business ethics within the Group. Under the terms of reference of the corporate governance function, the Board is responsible to develop and review the Company's policies and practices on corporate governance and make recommendations; review and monitor the training and continuous professional development of Directors and senior management; review and monitor the Company's policies and practices on compliance with legal and regulatory requirements; develop, review and monitor the code of conduct and compliance manual (if any) applicable to employees and Directors; and review the Company's compliance with the CG code and disclosure in the Corporate Governance Report.

## AMENDMENTS TO THE MEMORANDUM AND THE ARTICLES OF ASSOCIATION OF THE COMPANY

The Company changed its English name from "OTO Holdings Limited" to "Tempus Holdings Limited" and adopted "騰邦控股有限公司" as the new dual foreign name of the Company to replace "豪特保健控股有限公司" on 2 March 2015. In order to reflect the change of name and dual foreign name of the Company and make other amendments, a special resolution was passed at the AGM on 14 August 2015 to approve the amendments to the memorandum of association and the articles of association of the Company by way of an adoption of the amended and restated memorandum and articles of association of the Company.

## RISK MANAGEMENT

The Company has developed an integrated risk management framework to identify potential events that may affect the Group, manage the associated risks and opportunities and provide reasonable assurance that Group's strategic goal will be achieved.

The Board is responsible for overseeing the risk management framework and reviewing the major existing and potential risks and their respective mitigating measures. The Audit Committee is responsible for reviewing the adequacy and effectiveness of risk management and internal control system of the Group and advising the Board on the same. The Executive Committee is responsible for formulating and executing the risk management policies, monitoring and assessing and mitigating the risks identified and ensuring the effective implementation of risk management framework. The business units are responsible for risk identification and execution of risk management measures from daily operation.

# CORPORATE GOVERNANCE REPORT

Risk are segregated into four broad categories: strategic, operational, financial and compliance perspectives for further assessment and management. A bottom-up and top-down approach is adopted to ensure a comprehensive risk management process. The bottom-up approach is supported by business units and other functional units to identify and prioritise the risks whilst the top-down approach identifies, assess and mitigate the risk at corporate level.

Board reviews the Group's risk management system annually. After reviewing the Group's risk management system, the Board considers that its risk management system during the Period is effective and adequate as a whole.

## FINANCIAL REPORTING AND INTERNAL CONTROL

### Directors' Responsibility on the Financial Statements

The Directors acknowledge their responsibility for preparing, with the support from the finance department of the Group, the financial statements of the Company and the Group and are responsible for overseeing the preparation of financial statements for the nine months ended 31 December 2015 with a view to ensuring such financial statements give a true and fair view of the state of affairs of the Group and of the results and cash flow for the Period. The Company's accounts are prepared in accordance with all relevant statutory requirements and suitable accounting standards.

In the preparation of financial statements, the accounting principles generally accepted in Hong Kong have been adopted and the requirements of the Hong Kong Financial Reporting Standards have been consistently complied with. The Board aims to present a clear and balanced assessment of the Group's performance in the annual and interim reports to the shareholders, and make appropriate disclosure and announcements in a timely manner.

A statement from the auditor about its reporting responsibilities on the financial statements is set out on page 42 of this annual report.

### Independent Auditor's Remuneration

During the Period, the Group was charged HK\$1,200,000 for auditing services and approximately HK\$800,000 for non-auditing services by the Company's auditors, Deloitte Touche Tohmatsu.

	<b>Fee paid/payable</b> HK\$'000
Annual audit services	1,200
Other services:	
Review of interim results	300
Preliminary works on a potential acquisition which was terminated during the Period	500
<b>Total</b>	<b>2,000</b>

The Audit Committee will recommend the re-appointment of Deloitte Touche Tohmatsu for audit service, and consider the engagement of the non-audit services to ensure the independence and objectivity of audit service.

# CORPORATE GOVERNANCE REPORT

## Internal Controls

The Group has its own internal control and accounting systems, accounting and finance department, independent treasury function for cash receipts and payments, as well as independent access to third party financing. As such, the Directors believe that the Group is financially independent from the controlling shareholders of the Company and their/its associates.

The Board is responsible for the internal control of the Group and for reviewing its effectiveness. Procedures have been designed to safeguard the assets of the Company and ensure maintenance of proper accounting records for the provision of reliable financial information for internal use or for publication, ensure compliance of applicable laws, rules and regulations.

After reviewing the Group's internal control system, the Board considers that the internal control system is effective and adequate for the Group as a whole. The Board further considers that (i) there was no issue relating to the material controls, including financial, operational and compliance controls and risk management functions, of the Group; and (ii) that there were adequate staffs with appropriate qualifications and experience, training programmes and budget of the Company's accounting and financial reporting function for the Period.

## COMPANY SECRETARY

The company secretary of the Company, Mr. Tam Ka Tung ("Mr. Tam"), is responsible for supporting the Board by ensuring good information flow within the Board and that Board policy and procedures are followed and advising the Board through the chairman and/or the chief executive on governance matters and should also facilitate induction and professional development of directors.

The profile of Mr. Tam is set out in the "Biographies of Board of Directors and Senior Management" section in this annual report. According to Rule 3.29 of the Listing Rules, Mr. Tam has taken no less than 15 hours or the relevant professional training during the Period.

## COMMUNICATION WITH SHAREHOLDERS AND INVESTORS

The Company aims to maintain amicable relationships with its shareholders and investors, and to enhance the transparency of its business operations. Annual/interim reports, announcements and press releases are posted on the website of the Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) and the Company's website at [www.tempushold.com](http://www.tempushold.com) which are constantly being updated in a timely manner and so contain additional information on the Group's business.

The hotline of the Company is +852 25494611, and its fax number is +852 25590126, through which the Company makes replies to the written or direct enquiries regarding all kinds of matters by shareholders and investors.

AGM is an important channel for directors and shareholders to communicate with each other. Shareholders are given the opportunity to participate actively during the AGMs and query the Board and management regarding the Group's business and financial statements. The chairman of the Company himself presides over the AGM to ensure the opinions of the directors can be passed directly to the Board. In an AGM, the Board and chairman of the Audit Committee will participate in the questions raised by shareholders, and the chairman will come up with individual resolutions in respect of every event raised in the AGM.

# CORPORATE GOVERNANCE REPORT

## Procedures for shareholders to convene an Extraordinary General Meeting

The following procedures are subject to the memorandum of association and the Articles of the Company (as amended from time to time), and the applicable legislation and regulation, in particular the Listing Rules (as amended from time to time).

- Any one or more shareholders holding at the date of deposit of the requisition not less than one-tenth of the paid up capital of the Company carrying the right of voting at general meetings of the Company (the "Eligible Shareholder(s)") shall at all times have the right, by written requisition to the Board or the Company Secretary, to require an extraordinary general meeting (the "EGM") to be called by the Board for the transaction of any business specified in such requisition.
- Eligible Shareholders who wish to convene an EGM must deposit a written requisition (the "Requisition") signed by the Eligible Shareholder(s) concerned to the principal place of business of the Company in Hong Kong at 26th Floor, Pacific Plaza, 410 Des Voeux road West, Hong Kong, for the attention of the Company Secretary.
- The Requisition must state clearly the name of the Eligible Shareholder(s) concerned, his/her/their shareholding, the reason(s) to convene an EGM and the details of the business(es) proposed to be transacted in the EGM, and must be signed by the Eligible Shareholder(s) concerned together with a deposit of a sum of money reasonable sufficient to meet the Company's expenses in serving the notice of the resolution and circulating the statement submitted by the shareholders concerned in accordance with the statutory requirements to all the registered shareholders.
- The Requisition will be verified with the Company's branch share registrar and upon their confirmation that the Requisition is proper and in order, the Board will convene an EGM by serving sufficient notice in accordance with the requirements under the articles of association of the Company to all the registered shareholders of the Company. On the contrary, if the Requisition has been verified as not in order or the shareholders concerned have failed to deposit sufficient money to meet the Company's expenses for the said purposes, the Eligible Shareholder(s) concerned will be advised of this outcome and accordingly, the Board will not call for an EGM.
- If within 21 days of the deposit of the Requisition, the Board fails to proceed to convene such EGM, the Eligible Shareholder(s) himself/herself/themselves may do so, and all reasonable expenses incurred by the Eligible Shareholder(s) concerned as a result of the failure of the Board shall be reimbursed to the Eligible Shareholder(s) concerned by the Company.

## Procedures for shareholders to put forward proposals at shareholders' meetings

There are no provisions allowing Shareholders to move new resolutions at the extraordinary general meeting under the Cayman Islands Companies Law (2011 Revision). However, pursuant to the Articles, Shareholders who wish to move a resolution may by means of Requisition convene an EGM following the procedures set out above.

# CORPORATE GOVERNANCE REPORT

## **Procedures for sending enquiries to the Board**

Shareholders may send their enquiries and concerns to the Board of the Company by addressing them to the principal place of business of the Company in Hong Kong at 26th Floor, Pacific Plaza, 410 Des Voeux Road West, Hong Kong by post or by fax to +852 25590126 for the attention of the company secretary. Upon receipt of the enquiries, the company secretary will forward:

1. communications relating to matters within the Board's purview to the executive Directors of the Company;
2. communications relating to matters within a Board committee's area of responsibility to the chairman of the appropriate committee; and
3. communications relating to ordinary business matters, such as suggestions, inquiries and consumer complaints, to the appropriate management of the Company.

## BIOGRAPHIES OF BOARD OF DIRECTORS AND SENIOR MANAGEMENT

Biographies of each Directors and members of the senior management team are set out below:

### EXECUTIVE DIRECTORS

**Mr. Huang Jingkai (“Mr. Huang”)**, aged 33, is the executive Director and chief executive officer and chairman of Executive Committee of the Company. He is also the director of 騰邦集團有限公司 (Tempus Group Co., Ltd.\*) (“Tempus Group”). Mr. Huang is responsible for formulating and executing the business strategy and overall management of the Group. Mr. Huang obtained the legal professional qualification certificate from the Ministry of Justice of the PRC. He has the qualification certificate of secretary of board of directors issued by the Shenzhen Stock Exchange. He obtained Bachelor of Arts and Bachelor of Laws. Mr. Huang is also a graduate of the senior business administration seminar of the University of Tsinghua of the PRC. Mr. Huang is 深圳市福田區第六屆人民代表大會常務委員會委員 (a member of the 6th standing committee of the People’s Congress of the Futian District of Shenzhen\*).

**Mr. Yip Chee Lai, Charlie (“Mr. Charlie Yip”)**, aged 56, is the executive Director, vice president and member of Executive Committee of the Company. Mr. Charlie Yip participates the Group’s general management as a member of Executive Committee and is particularly responsible for the product research and development, marketing and customer service of the Group and Hong Kong and Macau Market. Mr. Charlie Yip was educated to GCE Advance Level in Singapore in 1979. He has been contributing to the growth of “OTO” brand business and brand development for more than 30 years. Mr. Charlie Yip is a member of the Hong Kong Institute of Directors.

### NON-EXECUTIVE DIRECTORS

**Mr. Zhong Baisheng (“Mr. Zhong”)**, aged 50, is the chairman and non-executive Director of the Company. Mr. Zhong is responsible for leadership of the Board and strategic planning of the Group. Mr. Zhong is the founder and chairman of Tempus Group and the chairman of the 深圳市騰邦國際商業服務股份有限公司 (Shenzhen Tempus Global Business Service Holding Ltd.\*) (“Tempus Global”) which is a joint stock company incorporated in the PRC with limited liability with its shares listed on the ChiNext of the Shenzhen Stock Exchange (stock code: 300178). Mr. Zhong is 中國人民政治協商會議廣東省深圳市第六屆常務委員會委員 (a member of the 6th standing committee of the Chinese People’s Political Consultative Committee of Shenzhen City of Guangdong Province\*).

## BIOGRAPHIES OF BOARD OF DIRECTORS AND SENIOR MANAGEMENT

**Ms. Zhang Yan (“Ms. Zhang”)**, aged 34, is the non-executive Director. Ms. Zhang is responsible for advising the Board on fund management. Ms. Zhang is the director and treasurer of Tempus Group. Ms. Zhang has approximately 9 years of corporate banking experience in Industrial and Commercial Bank of China before she joined Tempus Group, of which 3 years was the head of corporate banking department of Industrial and Commercial Bank of China (Canada). Ms. Zhang obtained her Bachelor of Economics from the School of Economics and Management of University of Tsinghua of the PRC.

### INDEPENDENT NON-EXECUTIVE DIRECTORS

**Mr. Han Biao (“Mr. Han”)**, aged 52, is the independent non-executive Director and the chairman of Nomination Committee and Remuneration Committee and member of Audit Committee. Mr. Han is the Professor and mentor for Doctor of Philosophy degree candidate of the School of Economics of the University of Shenzhen of the PRC. He was an independent director of Tempus Global from April 2011 to April 2014. He was an independent director of 深圳市機場股份有限公司 (Shenzhen Airport Co. Limited\*) from 2004 to 2008 and an independent director of 深圳香江控股股份有限公司 (Shenzhen Heungkong Holding Co., Ltd\*) from 2004 to 2007. Mr. Han is a member of the 10th standing committee of the Chinese Association of Quantitative Economics and a member of 5th standing committee of the China Society of Logistics. Mr. Han obtained his Doctor of Economics from the Northern Jiaotong University of the PRC, his Master of Engineering from 西安公路學院 (Xian Highway Institute\*) of the PRC and his Bachelor of Engineering from 西安公路學院 (Xian Highway Institute\*) of the PRC.

## BIOGRAPHIES OF BOARD OF DIRECTORS AND SENIOR MANAGEMENT

**Mr. Liu Yaohui (“Mr. Liu”)**, aged 48, is the independent non-executive Director and the chairman of the Audit Committee and a member of the Nomination Committee and Remuneration Committee. Mr. Liu is the partner of 大華會計師事務所(特殊普通合伙)(Da Hua CPAs (Special General Partnership)\*) since 2009. He was an independent director of Tempus Global from April 2011 to April 2014. He is a Certified Public Accountant of the PRC since 1996 and obtained his Master of Arts in International Accounting from the City University of Hong Kong.

**Mr. Li Qi (“Mr. Li”)**, aged 60, is the independent non-executive Director and member of the Audit Committee, Nomination Committee and Remuneration Committee. Mr. Li is a doctor of economics, a professor in E-commerce of Xi’an Jiaotong University and a doctoral tutor. He is the director of the 西安交通大學電子商務研究所(E-Commerce Institute of Xi’an Jiaotong University\*). Mr. Li was the vice chairman of the 國家教育部高等學校電子商務專業教學指導委員會(Steering Committee of Professional E-commerce Education of Colleges and Universities\*) under the Ministry of Education from 2006 to 2010 and from 2013 to 2017. He was the deputy dean of School of Economics and Finance of Xi’an Jiaotong University. He is a member of the 國家教育部學科發展與專業設置專家委員會(Discipline Development and Major Setting Experts Committee\*) under the Ministry of Education from 2006 to 2010. He was also a member of the 國家商務部電子商務專家諮詢委員會(E-commerce Experts Consultative Committee\*) under the Ministry of Commerce from 2012 to 2015 and a member of the 陝西省決策諮詢委員會(Shaanxi Decision making and Advisory Committee\*) from 2014. Mr. Li is the director of the 陝西省電子商務與電子政務重點實驗室(Shaanxi Key Laboratory of E-Commerce and E-Government\*) and the director of the 全國高校電子商務與電子政務聯合實驗室(National Joint Laboratory for all colleges and universities\*). Mr. Li was conferred the title “教學名師(Top Teacher\*)” by the Xi’an Jiaotong University in 2007 and won the 國家級教學成果二等獎(Second prize of National Teaching Achievement Prize\*) in 2009. The 鄭州市企業電子商務發展研究(Research of Enterprise E-commerce Development in Zhengzhou\*) under the charge of Mr. Li was award “決策研究優秀成果 (Outstanding Decision-making Research Achievement\*)” by the People’s Government of Zhengzhou in 2010. He was also awarded “人文社會科學優秀科研工作者(Outstanding Science Researcher in Humanities and Social Sciences\*)” by Xi’an Jiaotong University in 2010.

The Directors have confirmed that there is no other information which is required to be disclosed under Rule 13.51 (2) (h)-(v) of the Listing Rules.

\* *The English transliteration of the Chinese names of the PRC entities above, where indicated, is included for identification purpose only and is not the official English names for such PRC entities.*



# BIOGRAPHIES OF BOARD OF DIRECTORS AND SENIOR MANAGEMENT

## SENIOR MANAGEMENT

**Mr. Ye Shusheng (“Mr. Ye”)**, aged 41, is the group financial controller, vice president and member of Executive Committee of the Company. Mr. Ye is responsible for financial management, internal control, taxation and treasury management. He participates the Group’s general management as member of the Executive Committee. Mr. Ye has more than 18 years of experience in accounting and finance field. He is a senior accountant and certified tax agent in the People’s Republic of China. Prior to joining the Group, Mr. Ye served as deputy general manager of a subsidiary of Shenzhen Fiyta Holdings Ltd., deputy director of finance department of Shenzhen Metro Group Co., Ltd. and deputy financial controller of Shenzhen Tempus Global Business Service Holdings Ltd. Mr. Ye holds a bachelor degree in accounting computerisation from the Jiangxi University of Finance and Economics and a master degree in applied economics (finance) from the Xi’an Jiaotong University.

**Mr. Tan Shan (“Mr. Tan”)**, aged 30, is the investment director of the Company. Mr. Tan is responsible for the identifying and assessing the potential investment opportunities, leading the investment projects established and handling investor relations matters. Mr. Tan holds a bachelor degree in Marketing from the Peking University. Prior to joining the Group, Mr. Tan had worked in the Tempus Group and had rich experience in the investment affairs in the PRC including IPO and merger and acquisitions activities.

**Mr. Tam Ka Tung (“Mr. Tam”)**, aged 33, is the director of securities affairs and company secretary of the Company. Mr. Tam is responsible for compliance, investor relations, investment and corporate governance of the Group. He is a member of the Hong Kong Institute of Certified Public Accountants and the Institute of Chartered Accountants in England and Wales. He holds a bachelor degree in Accounting and Financial Management (first class honors) from the University of Hull (UK) and a master degree in Finance and Investment from the University of Nottingham (UK). Prior to joining the Group, Mr. Tam had worked in two international accounting firms.

**Mr. Liu Guanxia (“Mr. Liu”)**, aged 31, is the director of strategy of the Company since July 2015. Prior to joining Tempus Group, Mr. Liu has approximately 5 years of strategic consulting service experience in global business consulting service department in IBM China Company Limited, and subsequently worked as director of strategy in a mobile internet sector high and new technology enterprise which listed on the Nasdaq. Mr. Liu obtained his Bachelor of Economics and Master of Management Science and Engineering from the School of Economics and Management of Beijing University of Posts and Telecommunications, and obtained the PMP certification (Project Management Professional Qualification Certification) awarded by Project Management Institute (PMI) in the United States in 2013.

## BIOGRAPHIES OF BOARD OF DIRECTORS AND SENIOR MANAGEMENT

**Mr. Yip Chee Way, David (“Mr. David Yip”)**, aged 54, is the general manager (overseas market) of the Company. Mr. David Yip is responsible for managing the overseas markets of OTO including the businesses in Singapore and Malaysia and export business. Mr. David Yip graduated in June 1987 from the National University of Singapore with a Bachelor of Arts degree, majoring in Economics and Chinese Studies. He began his career with OTO Singapore as a retail promoter in 1987 upon his graduation and became an executive director of the Company during the period from 26 May 2011 to 28 January 2015. Mr. David Yip is a brother of Mr. Charlie Yip, the executive Director.

**Mr. Yip Chan Yong (“Mr. CY Yip”)**, aged 35, is the general manager (northern China region) of the Company. He is responsible for managing the Group’s OTO business in northern China region. Mr. CY Yip started his career with OTO Singapore as retail promoter in 2003 and was promoted to sales manager in 2009. In the same year, he was seconded to Shanghai as a sales manager to explore the PRC market was promoted to the supervisor of the Group’s PRC retail business in 2012. Mr. CY Yip is the nephew of Mr. Charlie Yip and Mr. David Yip.

**Mr. Ho Wai Man (“Mr. Ho”)**, aged 42, joined the Company on 1 June 2015 and currently holds the position of the general manager (southern China region) of the Company. He is responsible for managing OTO business in southern China region, e-commerce and corporate sales in China. Mr. Ho graduated in 1997 from the department of International Trading in Fu Jen Catholic University of Taiwan, and commenced the sales of furniture since the same year. He has 18 years of market expansion and management and sales experience. Mr. Ho is good at research and development and training, which assisted its former company successfully established two renowned mattress brands and set up over 300 outlets in the PRC, as well as established a training camp system. He has also successfully established a no.1 memory foam renowned brand in the PRC, and assisted his former company successfully listed in Hong Kong.

## INDEPENDENT AUDITOR'S REPORT



### TO THE SHAREHOLDERS OF TEMPUS HOLDINGS LIMITED

*(incorporated in the Cayman Islands with limited liability)*

We have audited the consolidated financial statements of Tempus Holdings Limited (the "Company") and its subsidiaries (collectively referred to as the "Group") set out on pages 44 to 101, which comprise the consolidated statement of financial position as at 31 December 2015, and the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the period from 1 April 2015 to 31 December 2015, and a summary of significant accounting policies and other explanatory information.

### DIRECTORS' RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the disclosure requirements of the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated financial statements based on our audit and to report our opinion solely to you, as a body, in accordance with our agreed terms of engagement, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report. We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# INDEPENDENT AUDITOR'S REPORT

## OPINION

In our opinion, the consolidated financial statements give a true and fair view of the financial position of the Group as at 31 December 2015, and of its financial performance and cash flows for the period from 1 April 2015 to 31 December 2015 in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in compliance with the disclosure requirements of the Hong Kong Companies Ordinance.

## **Deloitte Touche Tohmatsu**

Certified Public Accountants

Hong Kong

30 March 2016

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

	NOTES	<b>1.4.2015 to 31.12.2015 HK\$'000</b>	1.4.2014 to 31.3.2015 HK\$'000
Revenue	7	<b>335,388</b>	389,692
Other income	8	<b>5,134</b>	10,096
Other gains and losses	9	<b>(5,918)</b>	(771)
Changes in inventories of finished goods		<b>12,925</b>	1,201
Finished goods purchased		<b>(124,218)</b>	(134,632)
Staff costs		<b>(70,030)</b>	(79,823)
Depreciation expense		<b>(6,325)</b>	(7,826)
Finance costs	10	<b>(260)</b>	(412)
Other expenses		<b>(130,321)</b>	(161,526)
Profit before tax	11	<b>16,375</b>	15,999
Income tax expense	12	<b>(4,156)</b>	(3,862)
Profit for the period/year		<b>12,219</b>	12,137
Other comprehensive expense for the period/year <i>Item that may be reclassified subsequently to profit or loss:</i>			
Exchange difference arising on translation		<b>(3,484)</b>	(825)
Total comprehensive income for the period/year		<b>8,735</b>	11,312
Earnings per share	16		
Basic (HK\$)		<b>0.04</b>	0.04
Diluted (HK\$)		<b>0.04</b>	0.04

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 31 DECEMBER 2015

	NOTES	31.12.2015 HK\$'000	31.3.2015 HK\$'000
<b>Non-current assets</b>			
Property, plant and equipment	17	24,674	15,526
Investment property	18	10,254	9,600
Deferred tax assets	19	1,253	1,043
Deposit placed at an insurance company	22	—	3,247
Utility and other deposits paid	22	7,586	2,657
		<b>43,767</b>	32,073
<b>Current assets</b>			
Inventories	20	32,636	19,711
Trade and other receivables and prepayments	21	65,072	44,460
Utility and other deposits paid	22	7,542	14,244
Deposit placed at an insurance company	22	3,247	—
Amounts due from related companies	23	175	190
Tax recoverable		1,138	2,789
Pledged bank deposits	22	12,027	11,884
Bank balances and cash	22	333,939	220,964
		<b>455,776</b>	314,242
<b>Current liabilities</b>			
Trade and other payables	24	65,347	39,186
Amount due to a related company	23	361	—
Amount due to an intermediate holding company	23	635	—
Obligations under finance leases	25	124	215
Tax payable		3,110	3,180
Bank borrowings	26	8,557	25,811
		<b>78,134</b>	68,392
<b>Net current assets</b>		<b>377,642</b>	245,850
<b>Total assets less current liabilities</b>		<b>421,409</b>	277,923

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 31 DECEMBER 2015

	NOTES	31.12.2015 HK\$'000	31.3.2015 HK\$'000
<b>Capital and reserves</b>			
Share capital	27	27,279	25,106
Reserves		393,917	252,508
		<b>421,196</b>	277,614
<b>Non-current liability</b>			
Obligations under finance leases	25	213	309
		<b>421,409</b>	277,923

The consolidated financial statements on pages 44 to 101 were approved and authorised for issue by the Board of Directors on 30 March 2016 and are signed on its behalf by:

**Zhong Baisheng**  
*DIRECTOR*

**Huang Jingkai**  
*DIRECTOR*

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

	Share capital HK\$'000	Share premium HK\$'000	Capital redemption reserve HK\$'000	Share options reserve HK\$'000	Translation reserve HK\$'000	Capital reserve HK\$'000 (Note (a))	Statutory reserve HK\$'000 (Note (b))	Retained profits HK\$'000	Total HK\$'000
At 1 April 2014	24,928	227,643	32	253	(78)	(128,447)	393	145,850	270,574
Profit for the year	—	—	—	—	—	—	—	12,137	12,137
Other comprehensive expense for the year – exchange difference arising on translation	—	—	—	—	(825)	—	—	—	(825)
Total comprehensive (expense) income for the year	—	—	—	—	(825)	—	—	12,137	11,312
Recognition of equity-settled share-based payments	—	—	—	234	—	—	—	—	234
Shares issued under share option scheme	178	1,701	—	(464)	—	—	—	—	1,415
Transfer upon forfeited of share options	—	—	—	(23)	—	—	—	23	—
Transfer to statutory reserve	—	—	—	—	—	—	679	(679)	—
Dividends paid (note 15)	—	—	—	—	—	—	—	(5,921)	(5,921)
At 31 March 2015	<b>25,106</b>	<b>229,344</b>	<b>32</b>	<b>—</b>	<b>(903)</b>	<b>(128,447)</b>	<b>1,072</b>	<b>151,410</b>	<b>277,614</b>
Profit for the period	—	—	—	—	—	—	—	12,219	12,219
Other comprehensive expense for the period – exchange difference arising on translation	—	—	—	—	(3,484)	—	—	—	(3,484)
Total comprehensive (expense) income for the period	—	—	—	—	(3,484)	—	—	12,219	8,735
Recognition of equity-settled share-based payments	—	—	—	960	—	—	—	—	960
Issue of shares upon share allotment	2,173	134,467	—	—	—	—	—	—	136,640
Transfer to statutory reserve	—	—	—	—	—	—	658	(658)	—
Dividends paid (note 15)	—	—	—	—	—	—	—	(2,753)	(2,753)
At 31 December 2015	<b>27,279</b>	<b>363,811</b>	<b>32</b>	<b>960</b>	<b>(4,387)</b>	<b>(128,447)</b>	<b>1,730</b>	<b>160,218</b>	<b>421,196</b>



# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

*Notes:*

- (a) Capital reserve comprised:
- (i) the difference between the aggregate share capital of the subsidiaries acquired by the Company and the Company's investment cost in OTO (BVI) Investment Limited ("OTO BVI") upon the group reorganisation on 13 April 2011; and
  - (ii) the excess of the net of the acquisition-date amounts of the identifiable assets acquired and liabilities assumed over the sum of the consideration transferred upon the acquisition of a subsidiary on 29 June 2011.
- (b) The Article of Association of 騰多商貿(上海)有限公司 Dainty (Shanghai) Co., Ltd. requires the appropriation of 10% of its profit after tax determined in accordance with generally accepted principles of the People's Republic of China (the "PRC") to the statutory reserve. The statutory reserve should only be used for making up losses, capitalisation into capital and expansion of the production and operation.

# CONSOLIDATED STATEMENT OF CASH FLOWS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

	<b>1.4.2015 to 31.12.2015 HK\$'000</b>	1.4.2014 to 31.3.2015 HK\$'000
<b>OPERATING ACTIVITIES</b>		
Profit before tax	<b>16,375</b>	15,999
Adjustments for:		
Depreciation of property, plant and equipment	<b>6,325</b>	7,826
Finance costs	<b>260</b>	412
Gain on fair value of investment property	<b>(654)</b>	(310)
Gain on disposal of property, plant and equipment	<b>—</b>	(70)
Loss on write-off of property, plant and equipment	<b>1,188</b>	338
Interest income on deposit placed at an insurance company	<b>(140)</b>	(186)
Share-based payment expense	<b>960</b>	234
Interest income	<b>(1,597)</b>	(4,632)
Operating cash flows before movements in working capital	<b>22,717</b>	19,611
Increase in inventories	<b>(10,242)</b>	(1,488)
Increase in trade and other receivables and prepayments	<b>(21,900)</b>	(3,834)
Decrease (increase) in utility and other deposits paid	<b>1,773</b>	(3,983)
Decrease in amounts due from related companies	<b>15</b>	855
Increase (decrease) in trade and other payables	<b>27,869</b>	(5,411)
Increase (decrease) in amount due to a related company	<b>361</b>	(127)
Increase in amount due to an international holding company	<b>635</b>	—
Cash generated from operations	<b>21,228</b>	5,623
Macau Complimentary Income Tax paid	<b>(1,315)</b>	(735)
PRC Enterprise Income Tax paid	<b>(1,356)</b>	(2,603)
Malaysian Income Tax paid	<b>(22)</b>	(54)
<b>NET CASH FROM OPERATING ACTIVITIES</b>	<b>18,535</b>	2,231

# CONSOLIDATED STATEMENT OF CASH FLOWS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

	NOTES	1.4.2015 to 31.12.2015 HK\$'000	1.4.2014 to 31.3.2015 HK\$'000
<b>INVESTING ACTIVITIES</b>			
(Placement) withdrawal of bank deposits with original maturity over three months		<b>(138,735)</b>	37,696
Acquisition of business	28	<b>(4,852)</b>	—
Interest received		<b>987</b>	4,632
Proceeds from disposal of property, plant and equipment		—	105
Additions of property, plant and equipment		<b>(16,320)</b>	(9,331)
(Increase) decrease in pledged bank deposits		<b>(143)</b>	6,236
<b>NET CASH (USED IN) FROM INVESTING ACTIVITIES</b>		<b>(159,063)</b>	39,338
<b>FINANCING ACTIVITIES</b>			
Dividends paid	15	<b>(2,753)</b>	(5,921)
Repayments of obligations under finance leases		<b>(187)</b>	(222)
Interest paid		<b>(260)</b>	(412)
(Decrease) increase in trust receipt loans		<b>(17,254)</b>	10,973
Proceeds from issuance of shares upon exercise of share options		—	1,415
Proceeds from issue of shares		<b>136,640</b>	—
<b>NET CASH FROM FINANCING ACTIVITIES</b>		<b>116,186</b>	5,833
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>		<b>(24,342)</b>	47,402
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD/YEAR</b>		<b>219,699</b>	172,675
Effect of foreign exchange rate changes		<b>(1,418)</b>	(378)
<b>CASH AND CASH EQUIVALENTS AT END OF THE PERIOD/YEAR</b>		<b>193,939</b>	219,699
<b>ANALYSIS OF THE BALANCES OF CASH AND CASH EQUIVALENTS</b>			
Bank balances and cash		<b>333,939</b>	220,964
Bank deposits with original maturity over three months		<b>(140,000)</b>	(1,265)
		<b>193,939</b>	219,699

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 1. GENERAL

The Company is incorporated in the Cayman Islands as an exempted company with limited liability and its shares of the Company are listed on the Main Board of The Stock Exchange of Hong Kong Limited (the "Stock Exchange").

The immediate holding company of the Company is Tempus Holdings (Hong Kong) Limited, a company incorporated in Hong Kong with limited liability and the ultimate holding company of the Company is Tempus Group Co., Ltd., a company incorporated in the PRC. The ultimate controlling party is Mr. Zhong Baisheng, the chairman of the Company. The address of the registered office of the Company is Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman, KY1 - 1111, Cayman Islands and its principal place of business is located on 26th Floor, Pacific Plaza, 410 Des Voeux West, Hong Kong.

The Company acts as an investment holding company. The principal activities of its subsidiaries are set out in note 35.

The consolidated financial statements are presented in Hong Kong dollars ("HK\$"), which is also the functional currency of the Company.

### Change of financial year end date

The financial year end date of the Group has been changed from 31 March to 31 December because the Directors of the Company determined to align the financial year end date of the Group with that of the ultimate holding company. The Directors of the Company consider such change will facilitate the preparation of the consolidated financial statements of the Group and also those of the ultimate holding company and its subsidiaries. Accordingly, the current financial period covers a nine-month period from 1 April 2015 to 31 December 2015 and the comparative financial period covers a twelve-month period from 1 April 2014 to 31 March 2015 and are therefore may not be comparable.

## 2. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs")

The Group has applied the following amendments to HKFRSs issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") for the first time in current period.

Amendments to HKAS 19	Defined Benefit Plans: Employee Contributions
Amendments to HKFRSs	Annual Improvements to HKFRSs 2010 - 2012 Cycle
Amendments to HKFRSs	Annual Improvements to HKFRSs 2011 - 2013 Cycle

The application of the amendments in the current period has had no material impact on the Group's financial performance and position for the current period and prior years and/or on the disclosures set out in these consolidated financial statements.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 2. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") (Continued)

The Group has not early applied the following new and revised HKFRSs that have been issued but are not yet effective:

HKFRS 9	Financial Instruments <sup>2</sup>
HKFRS 15	Revenue from Contracts with Customers <sup>2</sup>
Amendments to HKFRS 11	Accounting for Acquisitions of Interests in Joint Operations <sup>1</sup>
Amendments to HKAS 1	Disclosure Initiative <sup>1</sup>
Amendments to HKAS 16 and HKAS 38	Clarification of Acceptable Methods of Depreciation and Amortisation <sup>1</sup>
Amendments to HKAS 16 and HKAS 41	Agriculture: Bearer Plants <sup>1</sup>
Amendments to HKAS 27	Equity Method in Separate Financial Statements <sup>1</sup>
Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture <sup>3</sup>
Amendments to HKFRS 10, HKFRS 12 and HKAS 28	Investment Entities: Applying the Consolidation Exception <sup>1</sup>
Amendments to HKFRSs	Annual Improvements to HKFRSs 2012 - 2014 Cycle <sup>1</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2016

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2018

<sup>3</sup> Effective for annual periods beginning on or after a date to be determined

The Directors of the Company do not anticipate that the application of these new and revised HKFRSs will have a material effect on the Group's consolidated financial statements.

## 3. SIGNIFICANT ACCOUNTING POLICIES

The consolidated financial statements have been prepared in accordance with HKFRSs issued by the HKICPA. In addition, the consolidated financial statements include applicable disclosures required by the Rules Governing the Listing of Securities on the Stock Exchange ("Listing Rules") and by the Hong Kong Companies Ordinance ("CO").

The disclosure requirements set out in the Listing Rules regarding annual accounts have been amended with reference to certain provisions of the new Hong Kong Companies Ordinance (Cap 622) regarding preparation of accounts and directors' reports and to streamline with HKFRSs. Accordingly the presentation and disclosure of information in the consolidated financial statements for the period ended 31 December 2015 have been changed to comply with these new requirements. Comparative information in respect of the financial year ended 31 March 2015 are presented or disclosed in the consolidated financial statements based on the new requirements. Information previously required to be disclosed under the predecessor CO or Listing Rules but not under the new CO or amended Listing Rules are not disclosed in these consolidated financial statements.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

The consolidated financial statements have been prepared on the historical cost basis except for investment properties that are measured at fair value at the end of each reporting period, as explained in the accounting policies set out below.

Historical cost is generally based on the fair value of the consideration given in exchange for goods and services.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Group takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and/or disclosure purposes in these consolidated financial statements is determined on such a basis, except for share-based payment transactions that are within the scope of HKFRS 2 *Share-based Payment*, leasing transactions that are within the scope of HKAS 17 *Leases*, and measurements that have some similarities to fair value but are not fair value, such as net realisable value in HKAS 2 *Inventories* or value in use in HKAS 36 *Recoverable Amount Disclosures for Non-Financial Assets*.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability.

The significant accounting policies are set out below.

### **Basis of consolidation**

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company and its subsidiaries. Control is achieved when the Company:

- has power over the investee;
- is exposed, or has rights, to variable returns from its involvement with the investee; and
- has the ability to use its power to affect its returns.

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control listed above.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Basis of consolidation** *(Continued)*

Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Specifically, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statement of profit or loss and other comprehensive income from the date the Group gains control until the date when the Group ceases to control the subsidiary.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies.

All intragroup assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

### **Business combinations**

Acquisitions of businesses are accounted for using the acquisition method. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the acquisition-date fair values of the assets transferred by the Group, liabilities incurred by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree. Acquisition-related costs are generally recognised in profit or loss as incurred.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognised at their fair value, except that:

- deferred tax assets or liabilities, and assets or liabilities related to employee benefit arrangements are recognised and measured in accordance with HKAS 12 *Income Taxes* and HKAS 19 *Employee Benefits* respectively;
- liabilities or equity instruments related to share-based payment arrangements of the acquiree or share-based payment arrangements of the Group entered into to replace share-based payment arrangements of the acquiree are measured in accordance with HKFRS 2 *Share-based Payment* at the acquisition date (see the accounting policy below); and
- assets (or disposal groups) that are classified as held for sale in accordance with HKFRS 5 *Non-current Assets Held for Sale and Discontinued Operations* are measured in accordance with that standard.

Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree, and the fair value of the acquirer's previously held equity interest in the acquiree (if any) over the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed. If, after re-assessment, the net of the acquisition-date amounts of the identifiable assets acquired and liabilities assumed exceeds the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree and the fair value of the acquirer's previously held interest in the acquiree (if any), the excess is recognised immediately in profit or loss as a bargain purchase gain.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Revenue is reduced for estimated customer returns, rebates and other similar allowances.

Revenue from the sale of goods is recognised when the goods are delivered and titles have passed, at which time all the following conditions are satisfied:

- the Group has transferred to the buyer the significant risks and rewards of ownership of the goods;
- the Group retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the Group; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Service income is recognised when services are provided.

Interest income from a financial asset is recognised when it is probable that the economic benefits will flow to the Group and the amount of income can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

The Group's accounting policy for recognition of revenue from operating leases is described in the accounting policy for leasing below.

### Property, plant and equipment

Property, plant and equipment including buildings and leasehold land (classified as finance leases) held for use in the supply of goods or services, or for administrative purposes, are stated in the consolidated statement of financial position at cost less subsequent accumulated depreciation and subsequent accumulated impairment losses, if any.

Depreciation is recognised so as to write off the cost of assets over their estimated useful lives, using the straight-line method. The estimated useful lives and depreciation method are reviewed at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis.

Assets held under finance leases are depreciated over their estimated useful lives on the same basis as owned assets. However, when there is no reasonable certainty that ownership will be obtained by the end of the lease term, assets are depreciated over the shorter of the lease term and their useful lives.



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Property, plant and equipment** *(Continued)*

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of property, plant and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.

### **Investment properties**

Investment properties are properties held to earn rentals and/or for capital appreciation.

Investment properties are initially measured at cost, including any directly attributable expenditure. Subsequent to initial recognition, investment properties are measured at their fair value. Gains or losses arising from changes in the fair value of investment properties are included in profit or loss for the period in which they arise.

An investment property is derecognised upon disposal or when the investment property is permanently withdrawn from use and no future economic benefits are expected from its disposal. Any gain or loss arising on derecognition of the property (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the profit or loss in the period in which the property is derecognised.

### **Inventories**

Inventories are stated at the lower of cost and net realisable value. Costs of inventories are determined on a first-in, first-out method. Net realisable value represents the estimated selling price for inventories less all costs necessary to make the sale.

### **Leasing**

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

#### *The Group as lessor*

Rental income from operating leases is recognised in profit or loss on a straight-line basis over the term of the relevant lease.

#### *The Group as lessee*

Assets held under finance leases are recognised as assets of the Group at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability to the lessor is included in the consolidated statement of financial position as a finance lease obligation.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Leasing** *(Continued)*

#### *The Group as lessee (Continued)*

Lease payments are apportioned between finance expenses and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance expenses are recognised immediately in profit or loss, unless they are directly attributable to qualifying assets, in which case they are capitalised in accordance with the Group's general policy on borrowing costs (see the accounting policy below).

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. Contingent rentals arising under operating leases are recognised as an expense in the period in which they are incurred.

### **Leasehold land and building**

When a lease includes both land and building elements, the Group assesses the classification of each element as a finance or an operating lease separately based on the assessment as to whether substantially all the risks and rewards incidental to ownership of each element have been transferred to the Group, unless it is clear that both elements are operating leases in which case the entire lease is classified as an operating lease. Specifically, the minimum lease payments (including any lump-sum upfront payments) are allocated between the land and the building elements in proportion to the relative fair values of the leasehold interests in the land element and building element of the lease at the inception of the lease.

### **Financial instruments**

Financial assets and financial liabilities are recognised when a group entity becomes a party to the contractual provisions of the instrument.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition.

#### *Financial assets*

The Group's financial assets are loans and receivables. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. All regular way purchases or sales of financial assets are recognised and derecognised on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### Financial instruments *(Continued)*

#### *Financial assets (Continued)*

##### Effective interest method

The effective interest method is a method of calculating the amortised cost of a debt instrument and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the debt instrument, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

Interest income is recognised on an effective interest basis for debt instruments.

##### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables (including deposit placed at an insurance company, trade and other receivables, amounts due from related companies, pledged bank deposits and bank balances and cash) are measured at amortised cost using the effective interest method, less any impairment (see accounting policy on impairment of financial assets below).

Interest income is recognised by applying the effective interest rate, except for short-term receivables where the recognition of interest would be immaterial.

##### Impairment of financial assets

Financial assets are assessed for indicators of impairment at the end of each reporting period. Financial assets are considered to be impaired when there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected.

Objective evidence of impairment could include:

- significant financial difficulty of the issuer or counterparty; or
- breach of contract, such as default or delinquency in interest and principal payments; or
- it becoming probable that the borrower will enter bankruptcy or financial re-organisation.

For certain categories of financial asset, such as trade receivables, assets that are assessed not to be impaired individually are, in addition, assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Group's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period, as well as observable changes in national or local economic conditions that correlate with default on receivables.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Financial instruments** *(Continued)*

#### *Financial assets (Continued)*

#### *Impairment of financial assets (Continued)*

For financial assets carried at amortised cost, the amount of the impairment loss recognised is the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the financial asset's original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited to profit or loss.

For financial assets measured at amortised cost, if, in a subsequent period, the amount of impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

#### *Financial liabilities and equity instruments*

Debt and equity instruments issued by a group entity are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

#### *Equity instruments*

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Group are recognised at the proceeds received, net of direct issue costs.

Repurchase of the Company's own equity instruments is recognised and deducted directly in equity. No gain or loss is recognised in profit or loss on the purchases, sale, issue or cancellation of the Company's own equity instruments.

#### *Financial liabilities*

Financial liabilities (including trade and other payables, amounts due to a related company and an intermediate holding company and bank borrowings) are subsequently measured at amortised cost, using the effective interest method.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Financial instruments** *(Continued)*

#### *Financial liabilities and equity instruments (Continued)*

##### Effective interest method

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial liability, or, where appropriate, a shorter period, to the net carrying amount on initial recognition. Interest expense is recognised on an effective interest basis.

##### *Derecognition*

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire.

On derecognition of a financial asset, in its entirety the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognised in other comprehensive income and accumulated in equity is recognised in profit or loss.

The Group derecognises financial liabilities when, and only when, the Group's obligations are discharged, cancelled or have expired. The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable is recognised in profit or loss.

### **Taxation**

Income tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the period/year. Taxable profit differs from 'profit before tax' as reported in the consolidated statement of profit or loss and other comprehensive income because of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from the initial recognition of assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Taxation** *(Continued)*

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilise the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset is realised, based on tax rate (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

For the purposes of measuring deferred tax liabilities or deferred tax assets for investment properties that are measured using the fair value model, the carrying amounts of such properties are presumed to be recovered entirely through sale, unless the presumption is rebutted. The presumption is rebutted when the investment property is depreciable and is held within a business model whose objective is to consume substantially all of the economic benefits embodied in the investment property over time, rather than through sale.

Current and deferred tax are recognised in profit or loss, except when they relate to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognised in other comprehensive income or directly in equity respectively.

### **Impairment of tangible assets**

At the end of each reporting period, the Group reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). When it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. When a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Impairment of tangible assets** *(Continued)*

Recoverable amount is the higher of fair value less costs of disposal and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or a cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or a cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

Where an impairment loss subsequently reverses, the carrying amount of the asset (or a cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or a cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

### **Research and development expenditure**

Expenditure on research activities is recognised as an expense in the period in which it is incurred.

An internally-generated intangible asset arising from development activities (or from the development phase of an internal project) is recognised if, and only if, all of the following have been demonstrated:

- the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- the intention to complete the intangible asset and use or sell it;
- the ability to use or sell the intangible asset;
- how the intangible asset will generate probable future economic benefits;
- the availability of adequate technical, financial and other resources to complete the development and to use or sell the intangible asset; and
- the ability to measure reliably the expenditure attributable to the intangible asset during its development.

The amount initially recognised for internally-generated intangible asset is the sum of the expenditure incurred from the date when the intangible asset first meets the recognition criteria listed above. Where no internally-generated intangible asset can be recognised, development expenditure is recognised in profit or loss in the period in which it is incurred.

Subsequent to initial recognition, internally-generated intangible asset is measured at cost less accumulated amortisation and accumulated impairment losses (if any), on the same basis as intangible assets that are acquired separately.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### Retirement benefit costs

Payments to the state-managed retirement benefits schemes and the defined contribution retirement benefits plans are recognised as an expense when employees have rendered service entitling them to the contributions.

### Share-based payment arrangements

#### *Equity-settled share-based payment transactions*

Share options granted to employees

For grants of share options that are conditional upon satisfying specified vesting conditions, the fair value of services received is determined by reference to the fair value of share options granted at the date of grant and is expensed on a straight-line basis over the vesting period, with a corresponding increase in equity (share options reserve).

At the end of the reporting period, the Group revises its estimates of the number of options that are expected to ultimately vest. The impact of the revision of the original estimates, if any, is recognised in profit or loss such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to share options reserve.

For share options that vest immediately at the date of grant, the fair value of the share options granted is expensed immediately to profit or loss.

When share options are exercised, the amount previously recognised in share options reserve will be transferred to share premium. When the share options are forfeited after the vesting date or are still not exercised at the expiry date, the amount previously recognised in share options reserve will be transferred to retained profits.

### Foreign currencies

In preparing the financial statements of each individual group entity, transactions in currencies other than the functional currency of that entity (foreign currencies) are recorded in the respective functional currency (i.e. the currency of the primary economic environment in which the entity operates) at the rates of exchange prevailing on the dates of the transactions. At the end of the reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences arising on the settlement of monetary items, and on the retranslation of monetary items, are recognised in profit or loss in the period in which they arise.

For the purposes of presenting the consolidated financial statements, the assets and liabilities of the Group's foreign operations are translated into the presentation currency of the Group (i.e. Hong Kong dollars) using exchange rates prevailing at the end of each reporting period. Income and expenses items are translated at the average exchange rates for the period. Exchange differences arising, if any, are recognised in other comprehensive income and accumulated in equity under the heading of translation reserve.



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 3. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Borrowing costs**

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets until such time as the assets are substantially ready for their intended use or sale.

All other borrowing costs are recognised in profit or loss in the period in which they are incurred.

## 4. KEY SOURCES OF ESTIMATION UNCERTAINTY

In the application of the Group's accounting policies, which are described in note 3, the Directors of the Company are required to make estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The following are the key assumptions concerning the future, and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

### **Estimated allowances for inventories**

The Group makes allowances for inventories based on an assessment of the net realisable value of inventories. Allowances are applied to inventories where events or changes in circumstances indicate that the net realisable value is lower than the cost of inventories. The identification of obsolete inventories requires the use of judgement and estimates on the conditions and usefulness of the inventories. If conditions which have an impact on the net realisable value of inventories deteriorate/improve; additional allowances/reversal of allowances may be required. The carrying amount of inventories as at 31 December 2015 amounting to HK\$32,636,000 (31 March 2015: HK\$19,711,000).

### **Fair value of investment property**

Investment property is stated at fair value based on the valuation performed by independent professional valuer. The determination of the fair value involves certain assumptions of market conditions. In relying on the valuation report, the Directors of the Company have exercised their judgement and are satisfied that the method of valuation is reflective of the current market conditions. Favourable or unfavourable changes to these assumptions would result in changes in the fair value of the Group's investment property and corresponding adjustments to the amount of gain or loss reported in the consolidated statement of profit or loss and other comprehensive income. The carrying amount of investment property as at 31 December 2015 amounting to HK\$10,254,000 (31 March 2015: HK\$9,600,000).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 5. CAPITAL RISK MANAGEMENT

The Group manages its capital to ensure that the Group will be able to continue as a going concern while maximising the return to owners through the optimisation of the debt and equity balance. The Group's overall strategy remained unchanged from prior year.

The capital structure of the Group consists of debts, which includes bank borrowings and equity attributable to owners of the Company, comprising issued share capital and reserves.

The management of the Group reviews the capital structure regularly. The management considers the cost of capital and the risks associated with each class of capital and will balance its overall capital structure through payments of dividends, new share issues as well as issue of new debts or repayment of existing debts, if necessary.

## 6. FINANCIAL INSTRUMENTS

### (a) Categories of financial instruments

	31.12.2015 HK\$'000	31.3.2015 HK\$'000
<b>Financial assets</b>		
Loans and receivables (including cash and cash equivalents)	<b>406,313</b>	275,444
<b>Financial liabilities</b>		
Liabilities at amortised cost	<b>62,878</b>	55,114

### (b) Financial risk management objectives and policies

The Group's major financial instruments are disclosed in respective notes. The risks associated with these financial instruments include market risk (including foreign currency risk and interest rate risk), credit risk and liquidity risk. The policies on how to mitigate these risks are set out below. The management manages and monitors these exposures to ensure appropriate measures are implemented on a timely and effective manner.

#### (i) Foreign currency risk

The Group undertakes certain transactions denominated in foreign currencies, which expose the Group to foreign currency risk. The Group currently does not use any derivative financial instrument to hedge the foreign exchange risk. The Group manages the foreign currency risk by closely monitoring the movement of the foreign currency rate.

The Group's foreign currency monetary assets are mainly trade and other receivables, amounts due from related companies and bank balances and cash, and the Group's foreign currency monetary liabilities are mainly trade payables, bank borrowings and amount due to a related company.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 6. FINANCIAL INSTRUMENTS (Continued)

### (b) Financial risk management objectives and policies (Continued)

#### (i) Foreign currency risk (Continued)

The carrying amounts of the Group's foreign currency denominated monetary assets and monetary liabilities at the end of the reporting period are as follows:

	Assets		Liabilities	
	31.12.2015	31.3.2015	31.12.2015	31.3.2015
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
United States dollar ("US\$")	<b>117,100</b>	5,188	<b>18,686</b>	34,750
HK\$	<b>13,747</b>	15,463	—	—
Renminbi ("RMB")	<b>7,985</b>	128,416	<b>54</b>	141
Singapore dollar ("SGD")	<b>285</b>	2,982	<b>2</b>	—

#### Sensitivity analysis

As US\$ and MOP are pegged to HK\$, the sensitivity analysis does not include US\$ denominated assets and liabilities held by entity with HK\$ as its functional currency and HK\$ denominated assets held by entity with MOP as its functional currency, as it is expected that there would be no material currency risk exposure.

The Group is mainly exposed to the currency risk of RMB and SGD against HK\$.

The following table details the Group's sensitivity to a 10% (year ended 31 March 2015: 10%) increase or decrease in HK\$ against RMB and SGD. 10% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the end of the reporting period for a 10% (year ended 31 March 2015: 10%) change in foreign currency rates. The following table indicates the impact to the profit after tax where HK\$ strengthens 10% (year ended 31 March 2015: 10%) against the respective foreign currencies. For a 10% (year ended 31 March 2015: 10%) weakening of HK\$ against the foreign currency, there would be an equal and opposite impact on the profit after tax.

	RMB Impact		SGD Impact	
	31.12.2015	31.3.2015	31.12.2015	31.3.2015
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Decrease in profit after tax	<b>(663)</b>	(10,711)	<b>(24)</b>	(249)

In the management's opinion, the sensitivity analysis is unrepresentative of the inherent foreign exchange risk as the period/year end exposure does not reflect the exposure during the period/year.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 6. FINANCIAL INSTRUMENTS *(Continued)*

### (b) Financial risk management objectives and policies *(Continued)*

#### (ii) Interest rate risk

The Group is exposed to cash flow interest rate risk due to the fluctuation of the prevailing market interest rate on bank balances and variable-rate bank borrowings. The Group currently does not have an interest rate hedging policy. However, the management monitors closely the interest rate exposure and will consider hedging significant interest rate exposure should the need arise.

The Group is exposed to fair value interest rate risk in relation to fixed-rate deposit placed at an insurance company, fixed-rate bank deposits (note 22) and fixed-rate obligations under finance leases (note 25). The management will take appropriate measures to manage interest rate exposure if interest rate fluctuates significantly. The management considers the fair value interest rate risk to the Group is insignificant.

The Group's cash flow interest rate risk is mainly concentrated on the fluctuation of London Interbank Offered Rate ("LIBOR") and Standard Bills Rates arising from the Group's borrowings.

#### Sensitivity analysis

In the opinion of the Directors, no sensitivity analysis is prepared for the interest rate risk for variable-rate bank balances since the impact on the Group's results for the year is not significant as the interest rates are low and did not fluctuate significantly during the period/year.

The sensitivity analysis below has been determined based on the exposure to interest rates for variable-rate borrowings. The analysis is prepared assuming the amount of liability outstanding at the end of the reporting period existed for the whole period/year. A 50 basis points (year ended 31 March 2015: 50 basis points) increase or decrease represents management's assessment of the reasonably possible change in interest rates.

If interest rates had been 50 basis points (year ended 31 March 2015: 50 basis points) higher and all other variables were held constant, the potential effect on the Group's profit after tax during the period/year is as follows:

	<b>1.4.2015 to 31.12.2015 HK\$'000</b>	1.4.2014 to 31.3.2015 HK\$'000
Decrease in profit after tax	<b>(36)</b>	(108)

If interest rates had been 50 basis points (year ended 31 March 2015: 50 basis points) lower and all other variables were held constant, there would be an equal and opposite impact on the profit after tax.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 6. FINANCIAL INSTRUMENTS *(Continued)*

### (b) Financial risk management objectives and policies *(Continued)*

#### (iii) Credit risk

At the end of the reporting period, the Group's maximum exposure to credit risk which will cause a financial loss to the Group due to failure to discharge an obligation by the counterparties is arising from the carrying amount of the respective recognised financial assets as stated in the consolidated statement of financial position.

The Group's credit risk is primarily attributable to its trade and other receivables, amounts due from related companies, pledged bank deposits and bank balances.

The Group reviews the recoverable amount of each individual trade debt at the end of the reporting period to ensure that adequate impairment losses are made for irrecoverable amount. In this regard, the Directors of the Company consider that the Group's credit risk is significantly reduced.

The credit risk on pledged bank deposits and bank balances is limited because the majority of the counterparties are banks with good reputation. The credit risk on receivables from department stores and corporate customers are limited because all department stores and corporate customers have good repayment records.

The credit risk on amounts due from related companies are insignificant after considering the financial strength of these related entities.

The Group has concentration of credit risk as 41% (31 March 2015: 60%) of the total trade receivables represented amounts due from the Group's largest five trade debtors which mainly include department stores and wholesale customers.

Other than those described above, the Group has no significant concentration of credit risk, with exposure spread over a large number of counterparties and customers.

#### (iv) Liquidity risk

The management of the Group has built an appropriate liquidity risk management framework for the management of the Group's short, medium and long-term funding and liquidity management requirements. The management manages liquidity risk by closely monitoring the Group's cash flow position.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 6. FINANCIAL INSTRUMENTS (Continued)

### (b) Financial risk management objectives and policies (Continued)

#### (iv) Liquidity risk (Continued)

The following table details the Group's remaining contractual maturity for its non-derivative financial liabilities based on the agreed repayment terms. The table has been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Group can be required to pay. The table includes both interest and principal cash flows. To the extent that interest flows are floating rate, the undiscounted amount is derived from interest rate at the end of the reporting period.

Specifically, bank borrowings with a repayment on demand clause are included in the earliest time band regardless of the probability of the banks choosing to exercise their rights within one year after the reporting date. The maturity analysis for other non-derivative financial liabilities is prepared based on the scheduled repayment dates.

	Weighted average effective interest rate %	Repayable on demand or less than 3 months HK\$'000	3 months to 1 year HK\$'000	Over 1 year HK\$'000	Total undiscounted cash flows HK\$'000	Carrying amount at 31.12.2015 HK\$'000
<b>As at 31 December 2015</b>						
<b>Non-derivative financial liabilities</b>						
Trade and other payables	—	53,325	—	—	53,325	53,325
Amount due to a related company	—	361	—	—	361	361
Amount due to an intermediate holding company	—	635	—	—	635	635
Bank borrowings at variable interest rate	2.22	8,557	—	—	8,557	8,557
Obligations under finance leases	3.05	53	86	233	372	337
		62,931	86	233	63,250	63,215

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 6. FINANCIAL INSTRUMENTS (Continued)

### (b) Financial risk management objectives and policies (Continued)

#### (iv) Liquidity risk (Continued)

	Weighted average effective interest rate %	Repayable on demand or less than 3 months HK\$'000	3 months to 1 year HK\$'000	Over 1 year HK\$'000	Total undiscounted cash flows HK\$'000	Carrying amount at 31.3.2015 HK\$'000
<b>As at 31 March 2015</b>						
<b>Non-derivative financial liabilities</b>						
Trade and other payables	—	29,303	—	—	29,303	29,303
Bank borrowings at variable interest rate	2.22	25,908	—	—	25,908	25,811
Obligations under finance leases	3.15	76	168	342	586	524
		55,287	168	342	55,797	55,638

Bank borrowings with a repayment on demand clause are included in the "Repayable on demand or less than 3 months" time band in the above maturity analysis. As at 31 December 2015 and 31 March 2015, the aggregate undiscounted principal amounts of these bank borrowings amounted to HK\$8,557,000 and HK\$25,811,000 respectively. Taking into account the Group's financial position, the Directors of the Company do not believe that it is probable that the banks will exercise their discretionary rights to demand immediate repayment. The Directors of the Company believe that such bank borrowings will be repaid by monthly instalments which will be wholly repayable during the year ending 31 December 2016 in accordance with the scheduled repayment dates set out in the loan agreements. On this basis, the aggregate principal and interest cash flows repayable of these bank borrowings in the "Repayable on demand or less than 3 months" time band as at 31 December 2015 will amount to HK\$8,589,000 (31 March 2015: HK\$25,908,000).

The amounts included above for variable interest rate instruments for non-derivative financial liabilities are subject to change if changes in variable interest rates differ to those estimates of interest rates determined at the end of the reporting period.

### (c) Fair value measurements

The fair values of financial assets and financial liabilities are determined in accordance with generally accepted pricing models based on discounted cash flow analysis.

The Directors of the Company consider that the carrying amounts of financial assets and financial liabilities recorded at amortised cost in the consolidated financial statements approximate their fair values.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 7. REVENUE AND SEGMENT INFORMATION

Revenue represents the amount received or receivable for the sales of healthcare and other products, net of sales related taxes, during the period/year.

The operating segments of the Group represent the components of the Group whose operating results are regularly reviewed by the chief operating decision makers for the purposes of making decisions about resources allocation and assessment of performance. The chief operating decision makers comprise the executive directors of the Company.

Information reported to the Group's chief operating decision makers for the purposes of resource allocation and performance assessment is focused on revenue and operating results from each of the five geographical locations, Hong Kong, Macau, PRC, Malaysia and Singapore.

No revenue from any single customer contributed over 10% of the total revenue of the Group during the current period and prior year.

### (a) Segment revenue and results

The following is an analysis of the Group's revenue and results by reportable and operating segments, i.e. the five (year ended 31 March 2015: four) geographical locations as mentioned above, for the period/year:

#### For the period from 1 April 2015 to 31 December 2015

	Hong Kong HK\$'000	Macau HK\$'000	PRC HK\$'000	Malaysia HK\$'000	Singapore HK\$'000	Total HK\$'000
Revenue						
External sales	152,501	18,689	125,775	11,181	27,242	335,388
Inter-segment sales	8,052	—	327	438	704	9,521
Segment revenue	160,553	18,689	126,102	11,619	27,946	344,909
Elimination						(9,521)
Group revenue						335,388
Segment profit (loss)	37,309	5,568	21,194	(2,028)	8,597	70,640
Unallocated administrative expenses						(49,824)
Other gains and losses						(5,918)
Interest income						1,737
Finance costs						(260)
Profit before tax						16,375
Income tax expense						(4,156)
Profit for the period						12,219



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 7. REVENUE AND SEGMENT INFORMATION *(Continued)*

### (a) Segment revenue and results *(Continued)*

#### For the year ended 31 March 2015

	Hong Kong HK\$'000	Macau HK\$'000	PRC HK\$'000	Malaysia HK\$'000	Total HK\$'000
Revenue					
External sales	189,436	30,749	148,218	21,289	389,692
Inter-segment sales	15,006	—	—	82	15,088
Segment revenue	204,442	30,749	148,218	21,371	404,780
Elimination					(15,088)
Group revenue					389,692
Segment profit	36,630	11,724	24,791	1,140	74,285
Unallocated administrative expenses					(61,735)
Other gains and losses					(771)
Interest income					4,632
Finance costs					(412)
Profit before tax					15,999
Income tax expense					(3,862)
Profit for the year					12,137

Inter-segment sales are made at cost plus a certain percentage profit mark-up.

The accounting policies of reportable segments are the same as the Group's significant accounting policies described in note 3. Segment profit represents the pre-tax gross profit generated from each segment net of staff costs, depreciation expense and other expenses directly attributable to each segment. This is the measure reported to the chief operating decision makers for the purposes of resource allocation and performance assessment.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 7. REVENUE AND SEGMENT INFORMATION *(Continued)*

### (b) Other information

#### For the period from 1 April 2015 to 31 December 2015

	Hong Kong HK\$'000	Macau HK\$'000	PRC HK\$'000	Malaysia HK\$'000	Singapore HK\$'000	Total HK\$'000
Depreciation expense	3,386	1	2,256	454	228	6,325
Additions to property, plant and equipment	4,923	2	10,191	544	1,698	17,358

#### For the year ended 31 March 2015

	Hong Kong HK\$'000	Macau HK\$'000	PRC HK\$'000	Malaysia HK\$'000	Total HK\$'000
Depreciation expense	4,490	11	2,740	585	7,826
Additions to property, plant and equipment	5,870	—	3,178	680	9,728

### (c) Product information

The Group has a large portfolio of health and wellness products which are divided into three categories, namely relaxation products, fitness products and other products, which comprises of therapeutic products, diagnostic products and cookware products.

The following is the analysis of the Group's revenue by each of the three categories:

	1.4.2015 to 31.12.2015 HK\$'000	1.4.2014 to 31.3.2015 HK\$'000
Relaxation products	243,202	251,157
Fitness products	48,419	83,093
Other products	43,767	55,442
	<b>335,388</b>	389,692

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 7. REVENUE AND SEGMENT INFORMATION *(Continued)*

### (d) Geographical information

The following table sets out information about the geographical location of the Group's non-current assets other than financial instruments and deferred tax assets.

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Hong Kong	<b>25,765</b>	21,798
Macau	<b>2</b>	—
PRC	<b>13,458</b>	4,235
Malaysia	<b>1,356</b>	1,750
Singapore	<b>1,933</b>	—
	<b>42,514</b>	27,783

### (e) Segment assets and liabilities

No assets and liabilities are included in the measures of the Group's segment reporting that are reported to the chief operating decision makers. Accordingly, no segment assets and liabilities are presented.

## 8. OTHER INCOME

	<b>1.4.2015</b>	1.4.2014
	<b>to</b>	to
	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Repair income	<b>1,009</b>	1,746
Delivery income	<b>722</b>	2,355
Bank interest income	<b>1,597</b>	4,632
Interest income on deposit placed at an insurance company	<b>140</b>	186
Warranty income	<b>8</b>	51
Rental income	<b>225</b>	252
Other service income	<b>204</b>	247
Compensation income	<b>212</b>	266
Sundry income	<b>1,017</b>	361
	<b>5,134</b>	10,096

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 9. OTHER GAINS AND LOSSES

	<b>1.4.2015 to 31.12.2015 HK\$'000</b>	1.4.2014 to 31.3.2015 HK\$'000
Gain on fair value of investment property	<b>654</b>	310
Net exchange loss	<b>(5,384)</b>	(813)
Loss on write-off of property, plant and equipment	<b>(1,188)</b>	(338)
Gain on disposal of property, plant and equipment	<b>—</b>	70
	<b>(5,918)</b>	(771)

## 10. FINANCE COSTS

	<b>1.4.2015 to 31.12.2015 HK\$'000</b>	1.4.2014 to 31.3.2015 HK\$'000
Interest on:		
Bank borrowings	<b>237</b>	372
Finance leases	<b>23</b>	40
	<b>260</b>	412

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 11. PROFIT BEFORE TAX

	<b>1.4.2015 to 31.12.2015 HK\$'000</b>	1.4.2014 to 31.3.2015 HK\$'000
Profit before tax has been arrived at after charging (crediting):		
Auditor's remuneration	<b>1,200</b>	1,200
Cost of inventories recognised as an expense	<b>111,293</b>	133,431
Depreciation of property, plant and equipment	<b>6,325</b>	7,893
– Shared by related companies as part of the research and development expenditure	—	(67)
– Shared by the Group	<b>6,325</b>	7,826
Staff retirement benefit costs (including Directors' retirement benefit scheme contributions)	<b>5,598</b>	5,913
Operating lease payments in respect of rented premises (included in other expenses)		
– Minimum lease payments	<b>25,234</b>	27,579
– Contingent rent	<b>30,605</b>	44,108
Share-based payment expenses (included in staff costs)	<b>960</b>	234
Research and development expenditure		
– Included in staff costs	<b>1,646</b>	1,042
– Included in depreciation expense	<b>742</b>	614
– Included in other expenses	<b>45</b>	363
	<b>2,433</b>	2,019
Research and development expenditure shared by related companies (note 31)		
– Staff costs	—	(115)
– Depreciation expense	—	(67)
– Other expenses	—	(40)
	—	(222)
Research and development expenditure shared by the Group	<b>2,433</b>	1,797

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 12. INCOME TAX EXPENSE

	<b>1.4.2015</b>	1.4.2014
	<b>to</b>	to
	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Current tax:		
Hong Kong Profits Tax	<b>1,651</b>	509
Macau Complimentary Income Tax	<b>475</b>	1,106
Malaysian Corporate Income Tax	<b>16</b>	18
PRC Enterprise Income Tax	<b>2,018</b>	2,257
Singapore Corporate Income Tax	<b>206</b>	—
	<b>4,366</b>	3,890
Underprovision of taxation in prior years:		
Malaysian Income Tax	—	49
Deferred tax (note 19)	<b>(210)</b>	(77)
	<b>4,156</b>	3,862

Hong Kong Profits Tax is calculated at 16.5% of the estimated assessable profit for the period/year.

The Macau Complimentary Income Tax is calculated at 12% of the estimated assessable profit for the period/year exceeding MOP300,000.

Under the Law of the PRC on Enterprise Income Tax, the tax rate of the PRC subsidiary is 25% of taxable income for the period/year.

Taxable income of the subsidiary in Malaysia is subject to corporate income tax at the rate of 25% of taxable income for the period/year.

Taxable income of the subsidiary in Singapore is subject to corporate tax at the rate of 17% for both periods.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 12. INCOME TAX EXPENSE (Continued)

The tax charge for the period/year can be reconciled to the profit before tax per the consolidated statement of profit or loss and other comprehensive income as follows:

	1.4.2015 to 31.12.2015 HK\$'000	1.4.2014 to 31.3.2015 HK\$'000
Profit before tax	16,375	15,999
Tax at Hong Kong Profits Tax rate of 16.5%	2,702	2,640
Tax effect of income not taxable for tax purposes	(1,395)	(814)
Tax effect of expenses not deductible for tax purposes	2,298	2,122
Tax effect on tax exemption	(35)	(35)
Utilisation of tax losses previously not recognised	—	(629)
Tax effect of tax losses not recognised	400	—
Tax effect of different tax rates on operations in other jurisdictions	77	285
Underprovision of taxation in prior years	—	49
Others	109	244
Income tax expense for the period/year	4,156	3,862

Details of deferred taxation are set out in note 19.

## 13. DIRECTORS' EMOLUMENTS

Directors' and chief executive's remuneration for year, disclosed pursuant to the applicable Listing Rules and CO, is as follows:

	For the period from 1 April 2015 to 31 December 2015					
	Fee	Salary and other benefits	Performance related incentive payments	Retirement benefits scheme contributions	Share- based payments	Total emoluments
	HK\$'000	HK\$'000	HK\$'000 (Note)	HK\$'000	HK\$'000	HK\$'000
Executive Directors						
Mr. Yip Chee Lai, Charlie	—	1,852	936	13	82	2,883
Mr. Huang Jingkai <sup>1</sup>	375	250	—	—	82	707
Independent non-executive Directors						
Mr. Han Biao <sup>1</sup>	113	—	—	—	27	140
Mr. Liu Yaohui <sup>1</sup>	113	—	—	—	27	140
Mr. Li Qi <sup>2</sup>	113	—	—	—	27	140
Non-executive Directors						
Mr. Zhong Baisheng <sup>1</sup>	—	—	—	—	—	—
Ms. Zhang Yan <sup>1</sup>	—	—	—	—	45	45
	714	2,102	936	13	290	4,055

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 13. DIRECTORS' EMOLUMENTS (Continued)

	For the year ended 31 March 2015					Total emoluments HK\$'000
	Fee HK\$'000	Salary and other benefits HK\$'000	Performance	Retirement	Share- based payments HK\$'000	
			related incentive payments HK\$'000 (Note)	benefits scheme contributions HK\$'000		
Executive Directors						
Mr. Yip Chee Seng <sup>3</sup>	—	2,679	—	—	25	2,704
Mr. Yip Chee Lai, Charlie	—	2,601	899	18	24	3,542
Mr. Yip Chee Way, David <sup>3</sup>	—	1,380	203	—	23	1,606
Mr. Yip Gee Kuarn <sup>3</sup>	—	1,302	—	—	25	1,327
Mr. Huang Jingka <sup>1</sup>	115	125	—	—	—	240
Independent non-executive Directors						
Mr. Chan Yip Keung <sup>3</sup>	226	—	—	—	12	238
Mr. Chung Kin Fai <sup>4</sup>	147	—	—	—	11	158
Ms. Lo Yee Hang <sup>3</sup>	185	—	—	—	11	196
Mr. Han Biao <sup>1</sup>	35	—	—	—	—	35
Mr. Liu Yaohui <sup>1</sup>	35	—	—	—	—	35
Mr. Li Qi <sup>2</sup>	26	—	—	—	—	26
Non-executive Directors						
Mr. Zhong Baisheng <sup>1</sup>	—	—	—	—	—	—
Ms. Zhang Yan <sup>1</sup>	—	—	—	—	—	—
	<b>769</b>	<b>8,087</b>	<b>1,102</b>	<b>18</b>	<b>131</b>	<b>10,107</b>

<sup>1</sup> Appointed on 7 January 2015

<sup>2</sup> Appointed on 28 January 2015

<sup>3</sup> Resigned on 28 January 2015

<sup>4</sup> Stepped down on 25 November 2014

*Note:* The performance related incentive payments are determined as a percentage, ranging from 0.5% to 2% per annum, of the Group's turnover of respective geographical locations.

The executive directors' emoluments shown above were mainly for their services in connection with the management of the affairs of the Company and the Group. The independent non-executive directors' emoluments shown above were mainly for their services as directors of the Company.

Mr. Huang Jingka is also the chief executive of the Company and his emoluments disclosed above include those for services rendered by him as the chief executive.

Neither the chief executive nor any of the Directors waived any emoluments during the current period and prior year.



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 14. EMPLOYEES' EMOLUMENTS

Of the five individuals with the highest emoluments in the Group, one (year ended 31 March 2015: four) was the Director of the Group during the period, whose emoluments are included in note 13 above. The emoluments of remaining four (year ended 31 March 2015: one) individuals during the period are as follows:

	<b>1.4.2015</b>	1.4.2014
	<b>to</b>	to
	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Salary and other benefits	<b>4,752</b>	736
Retirement benefits scheme contributions	<b>27</b>	18
Share-based payments	<b>81</b>	16
Total emoluments	<b>4,860</b>	770

Their emoluments were within the following bands:

	<b>1.4.2015</b>	1.4.2014
	<b>to</b>	to
	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Less than HK\$1,000,000	<b>1</b>	1
HK\$1,000,001 to HK\$1,500,000	<b>2</b>	—
HK\$1,500,001 to HK\$2,000,000	<b>1</b>	—
	<b>4</b>	1

During the current period and prior year, no emoluments were paid by the Group to any of the Directors or the five highest paid individuals (including directors and employees) as an inducement to join or upon joining the Group or as compensation for loss of office.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 15. DIVIDENDS

	<b>1.4.2015</b>	1.4.2014
	<b>to</b>	to
	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
<hr/>		
Dividends recognised as distributions during the period/year:		
2015 Final - HK cent 0.472 (year ended 31 March 2015:		
2014 Final - HK cent 0.814) per share	<b>1,653</b>	2,604
2015 Interim - HK cent 0.622 per share	—	1,990
Special dividend - HK cent 0.314 (year ended 31 March 2015:		
HK cent 0.415) per share	<b>1,100</b>	1,327
	<hr/>	<hr/>
	<b>2,753</b>	5,921
	<hr/>	<hr/>

Subsequent to the end of the reporting period, a final dividend in respect of the period ended 31 December 2015 of HK cent 1.03 (year ended 31 March 2015: HK cents 0.472) per share has been proposed by the Directors and is subject to approval by the shareholders in the forthcoming general meeting.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 16. EARNINGS PER SHARE

The calculation of the basic and diluted earnings per share attributable to owners of the Company is based on the following data:

	<b>1.4.2015 to 31.12.2015 HK\$'000</b>	1.4.2014 to 31.3.2015 HK\$'000
<hr/>		
Earnings		
Profit for the period/year attributable to owners of the Company for the purpose of basic and diluted earnings per share	<b>12,219</b>	12,137
	<b>'000</b>	'000
<hr/>		
Number of shares		
Weighted average number of ordinary shares for the purpose of basic earnings per share	<b>342,851</b>	320,223
Effect of dilutive potential ordinary shares in respect of share options	—	1,084
	<b>342,851</b>	321,307
<hr/>		

There are no dilution effects pertaining to the outstanding share options for the period from 1 April 2015 to 31 December 2015 as the exercise price of each of the share options is higher than the average market price of the Company's shares for the period from date of grant of the share options to 31 December 2015.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 17. PROPERTY, PLANT AND EQUIPMENT

	Buildings HK\$'000	Leasehold land HK\$'000	Furniture, fixtures and equipment HK\$'000	Motor vehicles HK\$'000	Leasehold improvements HK\$'000	Software HK\$'000	Total HK\$'000
<b>COST</b>							
At 1 April 2014	1,091	4,250	13,571	1,628	23,156	—	43,696
Additions	—	—	2,494	552	6,682	—	9,728
Disposal	—	—	(124)	(210)	—	—	(334)
Write-off	—	—	—	—	(635)	—	(635)
Exchange adjustments	—	—	(112)	(48)	(81)	—	(241)
<b>At 31 March 2015</b>	<b>1,091</b>	<b>4,250</b>	<b>15,829</b>	<b>1,922</b>	<b>29,122</b>	<b>—</b>	<b>52,214</b>
Additions	—	—	1,834	—	9,340	5,146	16,320
Acquisition of business (note 28)	—	—	225	309	504	—	1,038
Write-off	—	—	—	—	(3,577)	—	(3,577)
Exchange adjustments	—	—	(270)	(74)	(725)	(173)	(1,242)
<b>At 31 December 2015</b>	<b>1,091</b>	<b>4,250</b>	<b>17,618</b>	<b>2,157</b>	<b>34,664</b>	<b>4,973</b>	<b>64,753</b>
<b>DEPRECIATION</b>							
At 1 April 2014	830	1,793	9,682	1,219	15,956	—	29,480
Provided for the year	44	94	1,992	428	5,335	—	7,893
Eliminated on disposal	—	—	(89)	(210)	—	—	(299)
Eliminated on write-off	—	—	—	—	(297)	—	(297)
Exchange adjustments	—	—	(25)	(16)	(48)	—	(89)
<b>At 31 March 2015</b>	<b>874</b>	<b>1,887</b>	<b>11,560</b>	<b>1,421</b>	<b>20,946</b>	<b>—</b>	<b>36,688</b>
Provided for the period	33	71	1,689	217	4,272	43	6,325
Eliminated on write-off	—	—	—	—	(2,389)	—	(2,389)
Exchange adjustments	—	—	(88)	(27)	(429)	(1)	(545)
<b>At 31 December 2015</b>	<b>907</b>	<b>1,958</b>	<b>13,161</b>	<b>1,611</b>	<b>22,400</b>	<b>42</b>	<b>40,079</b>
<b>CARRYING VALUES</b>							
At 31 December 2015	184	2,292	4,457	546	12,264	4,931	24,674
At 31 March 2015	217	2,363	4,269	501	8,176	—	15,526

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 17. PROPERTY, PLANT AND EQUIPMENT *(Continued)*

The above items of property, plant and equipment are depreciated on a straight-line basis at the following rates per annum:

	<b>Depreciation rate</b>
Buildings	4%
Leasehold land	Over the shorter of the term of the lease or 50 years
Furniture, fixtures and equipment	20% - 50%
Motor vehicles	33%
Leasehold improvements	Over the shorter of the term of the lease or 3 years
Software	10%

The leasehold land represents land in Hong Kong.

The carrying value of motor vehicles includes an amount of HK\$296,000 (31 March 2015: HK\$418,000) in respect of assets held under finance leases.

## 18. INVESTMENT PROPERTY

	HK\$'000
FAIR VALUE	
At 1 April 2014	9,290
Increase in fair value	310
<b>At 31 March 2015</b>	<b>9,600</b>
<b>Increase in fair value</b>	<b>654</b>
<b>At 31 December 2015</b>	<b>10,254</b>

The Group's property interest held under operating lease to earn rentals or for capital appreciation purpose is measured using fair value model and is classified and accounted for as investment property.

The fair value of the Group's investment property at 31 December 2015 and 31 March 2015 has been arrived at on the basis of a valuation carried out on the respective dates by Jones Lang LaSalle Corporate Appraisal and Advisory Limited, independent qualified professional valuers not connected with the Group.

The fair value of the property was determined based on the direct comparison approach. In the valuation, which falls under Level 3 of the fair value hierarchy, the market unit rate used was determined after taking into account the floor level, view, size and building age, is one of the key inputs. The higher the market unit rate, the higher the fair value, and vice versa. There has been no change to the valuation technique during the period.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 18. INVESTMENT PROPERTY (Continued)

When estimating the fair value of the property, the highest and best use of the property is considered to be their current use.

There were no transfers into or out of Level 3 during both period/year.

The investment property shown above is situated on land in Hong Kong.

## 19. DEFERRED TAX ASSETS

The following are the deferred tax assets recognised by the Group and movements thereon during the current period and prior year.

	Depreciation in excess of tax allowance on property, plant and equipment HK\$'000	Fair value adjustments on customer loyalty programmes HK\$'000	Tax losses HK\$'000	Total HK\$'000
As at 1 April 2014	836	130	—	966
Credit (charge) to profit or loss	84	(139)	132	77
As at 31 March 2015	<b>920</b>	<b>(9)</b>	<b>132</b>	<b>1,043</b>
Credit (charge) to profit or loss	<b>333</b>	<b>9</b>	<b>(132)</b>	<b>210</b>
As at 31 December 2015	<b>1,253</b>	<b>—</b>	<b>—</b>	<b>1,253</b>

As at 31 December 2015, the Group has unused tax losses of HK\$2,424,000 (31 March 2015: HK\$528,000) available for offset against future assessable profits. No deferred tax asset has been recognised in respect of such losses due to unpredictability of future assessable profit streams. A deferred tax asset has been recognised in respect of HK\$528,000 of such losses as at 31 March 2015. The tax losses as at 31 December 2015 will expire in 2020.

At the end of the reporting period, the temporary difference associated with undistributed earnings of the PRC subsidiary for which deferred tax liability has not been recognised is HK\$17,159,000 (31 March 2015: HK\$10,720,000). No deferred taxation has been recognised in respect of this difference because the Group is in a position to control the timing of the reversal of the temporary difference and it is probable that such differences will not reverse in the foreseeable future.

## 20. INVENTORIES

All inventories represent finished goods held for resale.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 21. TRADE AND OTHER RECEIVABLES AND PREPAYMENTS

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Trade receivables	<b>52,319</b>	37,627
Prepayments	<b>8,147</b>	5,301
Other receivables	<b>4,606</b>	1,532
	<b>65,072</b>	44,460

Retail sales are normally settled in cash or by credit card with the settlement from the corresponding financial institutions within 14 days. Receivables from retail sales in department stores are collected within three months. The Group granted an average credit period from 30 days to 90 days to the corporate customers.

The following is an aged analysis of trade receivables presented based on the invoice date at the end of the reporting period:

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
0 - 30 days	<b>23,064</b>	24,938
31 - 60 days	<b>11,512</b>	11,211
61 - 90 days	<b>7,670</b>	1,032
Over 90 days	<b>10,073</b>	446
	<b>52,319</b>	37,627

Before accepting any new corporate customer, the Group assesses the potential corporate customer's credit quality and defines credit limits for corporate customers. Credit limits granted to corporate customers are reviewed annually.

As at 31 December 2015, included in the Group's trade receivable balance are debtors with aggregate carrying amount of HK\$21,929,000 (31 March 2015: HK\$8,156,000) which are past due as at the reporting date for which the Group has not provided for impairment loss. There has not been a significant change in credit quality and the amounts are still considered recoverable based on historical experience and substantial settlement after the end of the reporting period.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 21. TRADE AND OTHER RECEIVABLES AND PREPAYMENTS *(Continued)*

Aging of trade receivables (by due date) which are past due but not impaired:

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
1 - 30 days	<b>10,537</b>	7,019
31 - 60 days	<b>2,797</b>	599
61 - 90 days	<b>2,767</b>	343
Over 90 days	<b>5,828</b>	195
	<b>21,929</b>	8,156

As at 31 December 2015 and 31 March 2015, the Group had not provided for any allowance for doubtful debts.

In determining the recoverability of a trade receivable, the Group considers any change in the credit quality of the trade receivable from the date at which credit was initially granted up to the reporting date.

## 22. DEPOSIT PLACED AT AN INSURANCE COMPANY/UTILITY AND OTHER DEPOSIT PAID/PLEDGED BANK DEPOSITS/BANK BALANCES AND CASH

Deposit placed at an insurance company carries interest at a rate of 4% (31 March 2015: 4%) per annum and will mature in May 2016.

Utility and other deposit paid including deposit for purchase of property, plant and equipment and other deposit which are not expected to be realised within twelve months from the end of the reporting period are classified as non-current assets.

Pledged bank deposits carry interest at rates ranging from 0.2% to 3.3% (31 March 2015: 0.2% to 3.3%) per annum. Deposits amounting to HK\$12,027,000 (31 March 2015: HK\$11,884,000) have been pledged to secure short term bank loans and trust receipt loans and therefore classified as current assets.

Bank balances carry floating average market interest at rates ranging from 0.01% to 0.35% (31 March 2015: 0.11% to 0.38%) per annum and fixed interest at rates ranging from 0.01% to 3.00% (31 March 2015: 0.10% to 3.68%) per annum.

Bank deposits with original maturity over three months carry fixed interest at rate of 1.05% (31 March 2015: 3.68%) per annum.



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 23. AMOUNTS DUE FROM/TO RELATED COMPANIES/AN INTERMEDIATE HOLDING COMPANY

	Notes	31.12.2015 HK\$'000	31.3.2015 HK\$'000
Amounts due from:			
Related companies			
OTO Bodycare Sdn. Bhd. ("OTO Malaysia")	i	175	172
OTO Bodycare Pte. Ltd. ("OTO Singapore")	ii	—	18
		<b>175</b>	<b>190</b>
Amounts due to:			
Related company			
OTO Singapore	ii	361	—
An intermediate holding company			
深圳市騰邦物流股份有限公司	iii	635	—

### Notes:

- (i) Mr. Yep Gee Kuarn and Mr. Yip Chee Seng, former directors of the Company, are shareholders of OTO Malaysia in which they hold 45.8% and 54.2% interest respectively. The amount is repayable on demand and the maximum amount outstanding during the year was HK\$175,000.

The amount is trade in nature and repayable within 30 days.

- (ii) Mr. Yip Chee Seng, Mr. Yep Gee Kuarn, Mr. Yip Chee Way, David, Mr. Tan Beng Gim and Ms. Chua Siew Hun are shareholders of OTO Singapore. Mr. Yip Chee Seng, Mr. Yep Gee Kuarn and Mr. Yip Chee Way, David are former directors of the Company and resigned on 28 January 2015, respectively. Mr. Yep Gee Kuarn is a director of OTO Singapore. Mr. Yip Chee Way, David, Mr. Tan Beng Gim and Ms. Chua Siew Hun have an indirect interest in OTO Singapore by holding 36.4%, 31.8% and 31.8% interests respectively in The Essence Shop Pte. Ltd., a company which has a 4.2% interest in OTO Singapore. Mr. Yip Chee Seng and his spouse together hold a 90.4% interest in OTO Singapore and Mr. Yep Gee Kuarn and his spouse together hold a 5.4% interest in OTO Singapore.

The amount is trade in nature and repayable within 30 days.

- (iii) The amounts are unsecured, interest-free and repayable on demand.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 24. TRADE AND OTHER PAYABLES

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Trade payables	<b>37,088</b>	17,480
Receipts in advance	<b>5,223</b>	4,088
Accruals	<b>11,920</b>	9,324
Others (note)	<b>11,116</b>	8,294
	<b>65,347</b>	39,186

*Note:* Includes HK\$90,000 deferred revenue in relation to customer loyalty programmes as at 31 March 2015.

The following is an aged analysis of trade payables presented based on the invoice date at the end of the reporting period:

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
0 - 30 days	<b>17,155</b>	16,665
31 - 60 days	<b>13,776</b>	555
61 - 90 days	<b>5,941</b>	93
Over 90 days	<b>216</b>	167
	<b>37,088</b>	17,480

The average credit period for trade purchases ranges from 0 to 60 days.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 25. OBLIGATIONS UNDER FINANCE LEASES

	Minimum lease payments		Present value of minimum lease payments	
	31.12.2015 HK\$'000	31.3.2015 HK\$'000	31.12.2015 HK\$'000	31.3.2015 HK\$'000
Amounts payable under finance leases:				
Within one year	<b>139</b>	244	<b>124</b>	215
In more than one year but not more than two years	<b>218</b>	112	<b>199</b>	96
In more than two years but not more than five years	<b>15</b>	230	<b>14</b>	213
	<b>372</b>	586	<b>337</b>	524
Less: Future finance charges	<b>(35)</b>	(62)	<b>N/A</b>	N/A
Present value of lease obligations	<b>337</b>	524	<b>337</b>	524
Less: Amounts due within one year shown under current liabilities			<b>(124)</b>	(215)
Amounts due after one year shown as non-current liability			<b>213</b>	309

The Group has leased motor vehicles under finance leases. The lease terms are four years. The average effective borrowing rate for current period is 3.05% (year ended 31 March 2015: 3.15%) per annum. Interest rate is fixed and ranges from 2.5% to 3.75% (year ended 31 March 2015: 2.5% to 3.75%) on the contract date. The leases are on a fixed repayment basis and no arrangements have been entered into for contingent rental payments.

The fair value of the finance lease obligations, determined based on the present value of the estimated future cash flow discounted using the prevailing market rate at the end of the reporting period approximates to their carrying amount. All finance lease obligations are denominated in HK\$.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 26. BANK BORROWINGS

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Secured trust receipt loans	<b>8,557</b>	25,811
Carrying amount of bank borrowings that contain a repayment on demand clause and are repayable within one year	<b>8,557</b>	25,811

The details of the Group's borrowings at the end of the reporting period are as follows:

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Variable rates:		
– LIBOR plus 1.75% to 2.25%	<b>8,557</b>	25,107
– Standard Bills Rates	—	704
	<b>8,557</b>	25,811

The range of effective interest rate per annum to the Group's variable rate borrowings are as follows:

	<b>1.4.2015</b>	1.4.2014
	<b>to</b>	to
	<b>31.12.2015</b>	31.3.2015
Variable rate borrowings	<b>2.00% - 4.75%</b>	1.97% - 4.02%

The Group's borrowings are denominated in US\$ (31 March 2015: US\$).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 27. SHARE CAPITAL

	Number of shares	Share capital US\$
Ordinary shares of US\$0.01 each		
Authorised:		
At 1 April 2013, 31 March 2014 and 31 December 2015	10,000,000,000	100,000,000
Issued and fully paid or credited as fully paid:		
At 1 April 2014	319,594,000	3,195,940
Shares issued under share option scheme	2,282,800	22,828
At 31 March 2015 and 1 April 2015	321,876,800	3,218,768
Allotment of shares (Note)	28,000,000	280,000
At 31 December 2015	349,876,800	3,498,768
	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Presented as	<b>27,279</b>	25,106

*Note:* On 8 June 2015, a total of 28,000,000 shares have been allotted and issued at a price of HK\$4.88 per share. These new shares rank pari passu with the existing shares in all aspects.

## 28. ACQUISITION OF BUSINESS

On 15 May 2015, OTO Wellness Pte. Ltd. ("OTO Wellness"), a subsidiary of the Company, entered into a business transfer agreement with OTO Singapore, pursuant to which OTO Wellness agreed to acquire and OTO Singapore agreed to sell the business in Singapore operated by OTO Singapore (the "Target Business") for the aggregate consideration of S\$822,413 (equivalent to approximately HK\$4,852,000).

The fair value of the acquired assets at the date of acquisition of the Target Business comprised:

	HK\$'000
Property, plant, and equipment	1,038
Inventories	3,814
	<b>4,852</b>

The fair value of the identifiable assets acquired and liabilities assumed have been arrived at on the basis of a valuation carried out on 15 January 2016 by Ascent Partners Valuation Service Limited, independent qualified professional valuers not connected with the Group. Since the difference between the consideration and the fair value of the identifiable assets acquired and liabilities assumed was minimal, no goodwill was recognised from the acquisition.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 28. ACQUISITION OF BUSINESS *(Continued)*

Cash outflow on acquisition of business:

	HK\$'000
Cash consideration paid	<b>4,852</b>

Details of the acquisition are set out in the announcement by the Company dated 15 May 2015.

Revenue of approximately HK\$27,242,000 and profit of approximately HK\$1,209,000 attributable to the Target Business for the period from the acquisition date to 31 December 2015 was consolidated in the Group's profit for the period.

Had the acquisition been completed on 1 April 2015, total group revenue for the period would have been approximately HK\$336,421,000, and the profit for the period would have been approximately HK\$12,330,000. The pro forma information is for illustrative purposes only and is not necessarily an indication of revenue and results of operations of the Group that actually would have been achieved had the acquisition been completed on 1 April 2015, nor is it intended to be a projection of future results.

## 29. PLEDGE OF ASSETS

The following assets were pledged to banks as securities to obtain the banking facilities at the end of the reporting period:

	31.12.2015 HK\$'000	31.3.2015 HK\$'000
Leasehold land and buildings		
- included in property, plant and equipment	<b>2,476</b>	2,580
Investment property	<b>10,254</b>	9,600
Pledged bank deposits	<b>12,027</b>	11,884
	<b>24,757</b>	24,064

In addition, the Group's obligations under finance leases are secured by the lessor's charge over the leased assets with carrying values as disclosed in note 17.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 30. OPERATING LEASE ARRANGEMENTS

### The Group as lessor

At the end of the reporting period, an investment property was let out under an operating lease. Gross rental income earned during the period was HK\$225,000 (year ended 31 March 2015: HK\$252,000).

At the end of the reporting period, the Group had contracted with a tenant for the future minimum lease payments of under a non-cancellable operating lease which fall due:

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Within one year	<b>100</b>	300
In the second year	<b>—</b>	25
	<b>100</b>	325

Lease is negotiated and rental is fixed for a term of two years.

### The Group as lessee

At the end of the reporting period, the Group had commitments for future minimum lease payments for premises under non-cancellable operating leases which fall due:

	<b>31.12.2015</b>	31.3.2015
	<b>HK\$'000</b>	HK\$'000
Within one year	<b>28,606</b>	25,690
In the second to fifth years inclusive	<b>14,244</b>	7,733
	<b>42,850</b>	33,423

Operating lease payments represent rentals payable by the Group for its office, shops and consignment counters at department stores. Leases are negotiated for terms ranging from one year to three years with fixed monthly rentals and certain arrangements are subject to contingent rents based on a fixed percentage of the monthly gross turnover with or without monthly minimum lease payments.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 31. RELATED PARTY DISCLOSURES

Other than those balances and transactions disclosed in notes 23 and 28, during the period/year the Group entered into following transactions with related parties:

Name of related parties	Nature of transaction	1.4.2015	1.4.2014
		to	to
		31.12.2015	31.3.2015
		HK\$'000	HK\$'000
<b>Related company</b>			
OTO Singapore (Note)	Trade purchases	—	1,013
	Share of research and development expenses	—	222
	Rental expenses	<b>367</b>	—
<b>A fellow subsidiary</b>			
	Installation fee on computer Software	<b>2,175</b>	—

*Note:* On 25 November 2011, the Group entered into an agreement for sharing of research and development expenses with OTO Singapore and OTO Malaysia pursuant to which, following the listing of the Company's shares on the Stock Exchange, the parties have agreed to share the research and development expenses of new product development on the terms and conditions stated therein. OTO Singapore, OTO Malaysia and the Group will share the research and development expenses on an annual basis in proportion to their respective turnovers during the same year.

The balances of amounts due from/to related companies are disclosed in the consolidated statement of financial position and in note 23.

The compensation to key management personnel comprises only the Directors' emoluments, details of which are disclosed in note 13.

## 32. RETIREMENT BENEFIT SCHEME

The Group operates a Mandatory Provident Fund Scheme for all qualifying employees in Hong Kong. The assets of the schemes are held separately from those of the Group, in funds under the control of trustees.

The employees employed in Macau are members of the defined contribution retirement benefit plan. The subsidiary established in Macau is required to contribute MOP30 per month for each employee to the retirement benefit plan to fund the benefits.

The employees employed in the PRC are members of the state-managed benefit scheme operated by PRC government. The subsidiary established in the PRC is required to contribute a certain percentage of the salaries of its employees to the scheme. The only obligation of the Group with respect to the retirement benefit schemes is to make the required contributions under the scheme.

The employees employed in Malaysia are members of Employees Provident Fund, a Malaysian government agency under the Ministry of Finance. The subsidiary established in Malaysia is required to contribute certain percentage of the salaries of its employees to the scheme. The only obligation of the Group with respect to the retirement benefit schemes is to make the required contributions under the scheme.



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 32. RETIREMENT BENEFIT SCHEME *(Continued)*

Forfeited contributions (by employers on behalf of employees who leave the scheme prior to vesting fully in such contributions) for defined contribution schemes, if any, may not be used by the Group to reduce the existing level of contributions.

As at 31 December 2015 and 31 March 2015, the Group had no significant obligation apart from the contribution as stated above.

## 33. SHARE-BASED PAYMENTS

The Company's share option scheme (the "Scheme") was adopted pursuant to a resolution in writing passed by all the shareholders of the Company on 25 November 2011 for the primary purpose of recognising and acknowledging the contribution of the eligible participant had or may have made to the Group. Under the Scheme, the Board of Directors of the Company may grant options to eligible employees, including directors of the Company and its subsidiaries, to subscribe for shares of the Company.

On 31 August 2015, the Company granted 5,400,000 share options (the "Share Options"), to subscribe for the ordinary shares of the Company at a price of US\$0.01 each in the capital under the Scheme.

The grant of Share Options comprised (i) 1,600,000 Share Options to the Directors of the Company and (ii) 3,800,000 Share Options to certain eligible participants including members of the senior management and employees of the Company to subscribe for shares in the Company at HK\$3.38 per share.

At 31 December 2015, the number of shares in respect of which options had been granted and remained outstanding under the Scheme was 5,400,000, representing approximately 1.5% of the shares of the Company in issue at that date. The maximum number of shares in respect of which options may be granted under the Scheme must not in aggregate exceed 10% of the total number of shares in issue on the date on which trading of the shares commenced on the Main Board of the Stock Exchange being 32,000,000 shares.

Options granted must be taken up within 21 days of the date of grant, upon payment of HK\$1 per eligible participant. Options may be exercised at any time during the exercise period as disclosed below. The exercise price is determined by the directors of the Company, and will not be less than the higher of (i) the closing price of the Company's shares on the date of grant, (ii) the average closing price of the shares for the five business days immediately preceding the date of grant; and (iii) the nominal value of the Company's share.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 33. SHARE-BASED PAYMENTS (Continued)

Details of the shares options are as follows:

	Date of Grant	Vesting period	Exercise period	Exercise Price
Type I	31 August 2015	20%: 31.8.2015 to 30.8.2016 30%: 31.8.2015 to 30.8.2017 50%: 31.8.2015 to 30.8.2018	31.8.2016 to 30.8.2019 31.8.2017 to 30.8.2019 31.8.2018 to 30.8.2019	HK\$3.38 per share

The following table discloses movement of the Company's share options held by Directors and eligible employees during current period and prior years:

Option type	Outstanding at 1 April 2014	Exercised during the year	Forfeited during the year	Outstanding at 31 March 2015 and 1 April 2015	Granted during the period	Outstanding at 31 December 2015
Type I	3,180,000	(2,282,800)	(897,200)	—	5,400,000	5,400,000
Exercisable at the end of the year/period	954,000			—		—
Weighted average exercise price	HK\$0.62	HK\$0.62	HK\$0.62	—	HK\$3.38	HK\$3.38

During the period ended 31 December 2015, 5,400,000 share options were granted on 31 August 2015. The estimated fair value of the options granted on this date is approximately HK\$10,298,000.

The fair values were calculated using the Binomial model. The inputs into the model were as follows:

Share price on the date of grant	HK\$3.38
Exercise price	HK\$3.38
Expected volatility	83.002%
Contractual life	4 years
Risk-free rate	0.872%
Expected dividend yield	0.326%

Expected volatility was determined by using the historical price volatilities of Company's share price as at the date of valuation as extracted from Bloomberg.

The Group recognised a charge of HK\$960,000 in the staff costs for the period (year ended 31 March 2015: HK\$234,000) in relation to share options granted by the Company.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 34. STATEMENT OF FINANCIAL POSITION OF THE COMPANY

	31.12.2015 HK\$'000	31.3.2015 HK\$'000
<b>Non-current assets</b>		
Investments in subsidiaries	138,875	132,087
<b>Current assets</b>		
Prepayments and other receivables	1,052	430
Amounts due from subsidiaries	5,117	5,343
Bank balances and cash	260,189	122,535
	266,358	128,308
<b>Current liabilities</b>		
Other payables and accrued expenses	811	295
Amounts due to subsidiaries	22,939	5,581
	23,750	5,876
<b>Net current assets</b>	242,608	122,432
	381,483	254,519
<b>Capital and reserves</b>		
Share capital	27,279	25,106
Reserves	354,204	229,413
	381,483	254,519

The Company's statement of financial position was approved and authorised for issue by the Board of Directors on 30 March 2016 and are signed on its behalf by:

**Zhong Baisheng**  
*Director*

**Huang Jingkai**  
*Director*

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 34. STATEMENT OF FINANCIAL POSITION OF THE COMPANY *(Continued)*

### Movement of reserves

	Share premium HK\$'000	Capital redemption reserve HK\$'000	Share options reserve HK\$'000	Retained profits HK\$'000	Total HK\$'000
At 1 April 2014	227,643	32	253	2,336	230,264
Loss for the year	—	—	—	3,599	3,599
Recognition of equity-settled share-based payments	—	—	234	—	234
Shares issued under share option scheme	1,701	—	(464)	—	1,237
Transfer upon forfeited of share option	—	—	(23)	23	—
Dividends paid	—	—	—	(5,921)	(5,921)
At 31 March 2015	<b>229,344</b>	<b>32</b>	<b>—</b>	<b>37</b>	<b>229,413</b>
Loss for the period	—	—	—	(7,883)	(7,883)
Issue of shares upon share allotment	<b>134,467</b>	—	—	—	<b>134,467</b>
Recognition of equity-settled share-based payments	—	—	<b>960</b>	—	<b>960</b>
Dividends paid	—	—	—	(2,753)	(2,753)
At 31 December 2015	<b>363,811</b>	<b>32</b>	<b>960</b>	<b>(10,599)</b>	<b>354,204</b>

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## 35. PARTICULARS OF SUBSIDIARIES

Particulars of the subsidiaries as at 31 December 2015 and 31 March 2015 are as follows:

Name of subsidiary	Place and date of incorporation/ establishment	Issued and fully paid share capital/ registered capital	Attributable equity interest held by the Company (Note i)		Principal activities
			31.12.2015	31.3.2014	
OTO BVI	British Virgin Islands 7 January 2011	US\$16,252	100%	100%	Investment holding
OTO (HK) Investment Limited	Hong Kong 17 February 2011	HK\$1	100%	100%	Investment holding
OTO Bodycare (H.K.) Limited	Hong Kong 14 November 1986	HK\$1,000,000	100%	100%	Sales of health and wellness products in Hong Kong
OTO International (Macau) Company Limited	Macau 13 September 2005	MOP30,000	100%	100%	Sales of health and wellness products in Macau
Dainty Shanghai Co., Ltd.	PRC (Note ii) 25 March 2010	Registered and paid-up capital US\$5,150,000	100%	100%	Sales of health and wellness products in PRC
OTO Wellness Sdn. Bhd. ("OTO Wellness")	Malaysia 17 July 2013	MYR1,000,000	100%	100%	Sales of health and wellness products in Malaysia
OTO Wellness Pte. Ltd.	Singapore 1 October 2013	SGD10,000	100%	100%	Sales of health and wellness products in Singapore
Tempus OTO Limited	Hong Kong 29 January 2015	HK\$10,000	100%	100%	Inactive
Tempus and Buttonwood Cross-border Industrial Investment Limited	Hong Kong 12 August 2015	HK\$10,000	100%	—	Inactive
Tempus OTO (Shenzhen) Evergrande Health Industry Limited (Note iii)	PRC (Note ii) 10 April 2015	Registered and paid-up capital RMB5,500,000	100%	—	Sales of health and wellness products in PRC

*Notes:*

- (i) The Company holds OTO BVI directly and all other subsidiaries indirectly.
- (ii) The subsidiaries are wholly foreign-owned enterprise registered in the PRC.
- (iii) English translated name is for identification only.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

## **36. MAJOR NON-CASH TRANSACTION**

During the year ended 31 March 2015, the Group entered into a finance lease arrangement in respect of a motor vehicle with a capital value at the inception of the lease of HK\$397,000.

## FIVE YEARS FINANCIAL SUMMARY

A summary of the results and of the assets and liabilities of the Group for the last five financial period/years, as extracted from the audited consolidated financial statements, is set out below:

	Nine months ended		Year ended 31 March		
	31 December				
	2015	2015	2014	2013	2012
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Revenue	<b>335,388</b>	389,692	339,700	259,201	245,658
Other income	<b>5,134</b>	10,096	10,126	6,549	6,434
Other gains and losses	<b>(5,918)</b>	(771)	541	(1,771)	1,354
Changes in inventories of finished goods	<b>12,925</b>	1,201	7,268	4,000	(861)
Finished goods purchased	<b>(124,218)</b>	(134,632)	(120,305)	(91,186)	(77,694)
Staff costs	<b>(70,030)</b>	(79,823)	(71,046)	(52,049)	(36,728)
Depreciation expense	<b>(6,325)</b>	(7,826)	(6,827)	(3,595)	(1,471)
Finance costs	<b>(260)</b>	(412)	(344)	(350)	(333)
Listing expenses	<b>—</b>	—	—	—	(19,266)
Other expenses	<b>(130,321)</b>	(161,526)	(147,416)	(117,083)	(95,689)
Profit before tax	<b>16,375</b>	15,999	11,697	3,716	21,404
Income tax expenses	<b>(4,156)</b>	(3,862)	(2,975)	(1,670)	(6,050)
Profit for the period/year	<b>12,219</b>	12,137	8,722	2,046	15,354

## ASSETS, LIABILITIES AND EQUITY

	At		At 31 March		
	31 December				
	2015	2015	2014	2013	2012
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
TOTAL ASSETS	<b>499,543</b>	346,315	333,843	303,500	305,214
TOTAL LIABILITIES	<b>78,347</b>	68,701	63,269	41,871	37,751
TOTAL EQUITY	<b>421,196</b>	277,614	270,574	261,629	267,373